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## Space Rentals in the Public Warehouse

Do They Net More Than  
Open Storing?

Conditions at the Close of 1931—Comparisons with 1930—Rates and  
Their Adjustment to Business Conditions—Is It Profitable to Provide  
Offices for Tenants?

By H. A. HARING

**D**URING September and October, 1931, two manufacturers who are confirmed patrons of the public warehouse within the space of a few weeks talked with me about space rentals in warehouses. What they said struck a new note of our warehousing, as I had observed the industry, because each of these manufacturers disclosed for this sort of patronage an enthusiasm greater than I had ever known either from them or from others.

What they told me startled me into wondering: "Has the depression interpreted for us yet another bit of hand-writing on the wall?" "Is their sudden enthusiasm a hint of a greater development of this kind of storing than we have had?"

Then, not many weeks later, I had conversations with two well-known warehousemen. One of them, from a great city in Texas, told me most emphatically that leased space in the warehouse is on the wane. The other, from Chicago, took just the opposite view. He voiced the sentiment that all storing on the tonnage basis faces competition within the warehouse itself, this competition being "that the big accounts find it cheaper to lease space and do their own handling."

These two warehousemen stood diametrically opposite each other, as their experiences also were directly opposed.

Thereupon I determined to find out what is happening to space rentals in the warehouses. And, after some weeks of mulling over the problem, I resolved to query the industry in a manner I had never attempted—through use of a formal questionnaire. I came to this

decision most reluctantly, for the reason that I have never had much faith in mail questionnaires, it being my observation that only a small proportion of those approached will care to reply and, particularly, that the non-responding concerns are apt to be the ones whose experience is most desired.

Nevertheless I made the attempt. It was my first assault on the industry in this manner.

The questionnaires were mailed the final day of November. In less than a week I learned something that surprised even me.

The problem of space rentals is, at just this time, one of the utmost consequence to the warehousing industry.

The questionnaires were addressed only to presidents, operating executives and similar important officers of the houses. And, within sixty days' time replies had reached me from 92 per cent of those addressed! By count, 403 warehousemen have cooperated in this study of the industry through written replies. More than 100 of these men showed such deep interest in the subject that they wrote me letters in addition to replying to the specific questions I had asked, those letters furnishing wonderful snapshots of conditions as they existed in the final weeks of 1931.

Not all these 403, however, were able to reply to the questions propounded.

The questionnaires, despite my checking the list of those addressed, went to some men who handle only household goods, to some whose houses are specialized, to many whose location is peculiarly not fitted to leasing of space. They went to three who have failed in

business since the 1931 Directory was issued; to four or five who have merged with other houses during the year; to two who had died and whose successor returned the questionnaire rather than filling it in. There were, also, among that number about twenty who, for one reason or another, preferred not to answer my questions. Of this group, however, fully a half indicated their willingness to help by writing a letter—some of these letters proving to be the most illuminating data that came to me.

It has been possible during December, January and February, as I happened to travel from city to city, to supplement these formal replies by personal interviews. No complete record has been kept by me, but I would estimate that I have discussed leasing of space with fifty warehousemen in these weeks. Many of them had already replied to the questionnaire. All told, after allowing for duplications, it is my judgment that 430 warehousemen have cooperated in this study by furnishing information, by passing on to me glimpses of their experiences, by giving hints, and, quite often, telling me conditions which they would hardly wish a competitor in the same city to know.

All names and identifying statements will, of necessity, be withheld. Indeed, most of the information was obtained under a sort of pledge that no eye other than mine should ever see the original replies. None will. For, after my completion of writing the three articles of which this is the first, I shall burn the original questionnaires and all the rather voluminous correspondence and supporting data. It has served its purpose—served it remarkably well, in my opinion—and I shall dispose of it where no harm can possibly result.

And, as the final side-light on this subject, the third article will attempt to focus the reverse side of the picture. In the June issue of *Distribution and Warehousing* we shall present the experiences of some sixty "accounts," principally those which have consistently been tenants of the warehouses on this leasing basis. For they, too, have revealed intense interest in space rentals. That mode of patronizing the warehouses is quite as vital to them as to the industry.

#### Trends Sought

THOSE readers are doomed to disappointment who look for a lot of statistical tables as the outcome of this investigation.

My questions were an effort to discover trends of the times. I was seeking more to learn what warehousemen think of the prospect as they look forward a year or two rather than to record what they have done during past years. Statistics, necessarily, relate to the past. They chalk up what has been but they fail to reveal what we may expect in the future.

Warehousemen, and their "accounts" as well, know only too well their experiences of the past. Many of those experiences they would gladly forget. They

are, however, immensely interested in what 1932 and 1933 hold for them.

A table of statistics, too, in order to have any value, ought to make allowance for the size or the importance of the warehouse. Only the census, which counts every head and omits none, can give satisfactory figures. Only replies from every one of our 4,647 warehouses would give a positive answer. I have returns from less than a tenth of this total.

Even had four thousand of them been queried and four thousand of them replied, a statistical tabulation might not reveal the real truth of the matter. For, in such a table, Bush Terminal with more than ten million square feet of space on the Brooklyn waterfront would be one warehouse. Mr. Unknown from Beanville also would be one warehouse. A "Yes" from Bush and a "No" from the other would offset each other. Would anyone for one moment assign equal importance to the two replies?

As another consideration, warehouses in some cities have docks. They lease portions of the dock area. A statistical tabulation would balance dock space in New York or Tampa over against floor space in Rochester or Atlanta. The resultant figures would scarcely help the question we face.

Therefore the replies that have come to me will not be presented in statistical form.

For my own guidance I have tabulated such of the information as permitted of a "Yes" or a "No." But the totals were not impressive.

To illustrate the uselessness of figures—in such a problem as this one, of course—from Chicago came 18 replies to my questionnaire. To one question where a "Yes" or a "No" was possible, 9 said one and the other 9 just the opposite. This merely means that half the Chicago warehouses had had one experience and half the other, but, when I went over the 18 with my personal knowledge of their situations, I could have written the same 9 "Yes" and the 9 "No" without bothering them. If, in sending out the questionnaires, I had deliberately selected either group the returns would have been unanimous—but wholly misleading.

In the following pages I shall, however, occasionally refer to "large" cities and "small." A "large city" for the purposes of these articles is one of the following:

New York (including Brooklyn), Chicago, Philadelphia, Detroit, Los Angeles, Cleveland, St. Louis, Baltimore, Boston, Buffalo, Pittsburgh, San Francisco.

No city other than these twelve is denominated "large" for our present purposes.

#### Diversity

IN order to set up statistical tables which shall be absolutely accurate it is necessary to "weight" the figures. That is to say, a "Yes" from a warehouse with 300,000 square feet of space should be given three times the value of

a "Yes" from one with only 100,000 feet. This would give us four replies of "Yes" from two houses in the table. Then, should the larger house report "Yes" and the smaller say "No," the single "No" would offset not the entire reply of "Yes" from the bigger one but it would reduce the net total to two for the "Yes" column. But, to attempt any such "weighting" of replies is beyond my purpose. Chester Carruth dearly loves such a job. It is too complicated for me.

Nor would it yield the result sought in this investigation.

For, as no statistics could reveal, one is impressed with the fact that 400 warehouses, scattered over the United States, picture a wide diversity of local conditions. What is a profitable undertaking for one is sure loss to another somewhere else—surprisingly often it is impossible for another house in the same city.

Such a State as Texas presents a big problem to an investigator. In our warehousing, for instance, Dallas and Houston (and Fort Worth to a lesser degree) reveal a need for salesmen's offices in the warehouse building. They are the great selling pivots for the Southwest. Yet other Texas cities report a preponderance of demand for merchandise space without offices. The reason is found in the great distances of that State, the peculiar freight rate structure which places all distributing points on a parity for in-bound carload shipments, and, of recent years, the State's network of motor truck lines.

The smaller city, in Texas, has little need of office space in the warehouse.

The same holds true on much of the inter-mountain region. Such a city as Billings, in Montana, is an important center for distributing goods over a wide area; but the warehousemen there have discerned almost no demand for office accommodations. But, in Iowa, just the contrary condition seems to prevail. City after city of that State—down even to those of the 10,000 to 15,000 population group—report such situations as this:

"We find that merchandise distributors are learning to appreciate office conveniences in the warehouse, for use of their salesmen and representatives. . . . They do not desire elaborate quarters but they certainly do want a place which the salesman may call 'home' for five days of the week and use as 'office' on Saturdays. . . . He may use the place so infrequently that he never stops to wipe the dust off the windowsill. Yet it brings the goods into our house for storage and offers us a dozen opportunities during the week to do little services for him which mean larger sales and better deliveries."

Or, at such a city as San Francisco, we find one warehousing company making a specialty of leased space and office renting. It has, in fact, one large building devoted exclusively to that purpose. The same city presents, however, a competing warehouseman who makes it a point not to do either of these things. He writes:

"We do little space leasing. What we



do do is done to reduce the amount of space we must carry at times when it is impossible to fill the house with package arrangements."

Here, within a single city, we find a diversity of operating policy. Similar conditions exist, I believe, in every major city—due either (1) to different location and construction of the house or (2) to varying policies on the part of their managements.

Possibly one warehouseman, who operates in Cincinnati, has put this diversity of conditions into better words than I could do. He wrote to me this:

"It is hard for me to answer your questions, because it all depends on where the warehouse is built, how close it stands to the business part of the city, its railroad connections, the parking space, and so on. A warehouse built away from the business section need not expect tenants to come in for office space and not a great many for space rental in the house. The warehouse more and more must try to offer whatever a customer wants to help him market his goods. But what these services actually are will not be the same for two warehouses, chiefly depending on where the house happens to stand and its distance from the business center."

#### Leasing

OUT of approximately 430 warehouses covered for information on the subject of leasing space, 351 report that they do it to some extent. This would be about 82 per cent. The percentage becomes 90 if we eliminate the warehouses which handle household goods only and those which have gone out of business during 1931.

Such a percentage is pretty nearly overwhelming. On its face it would indicate a trend, almost universal, for storing goods on this basis.

Go slow! Stop, look and listen before coming to any such conclusion!

For, knowing how warehousing in New York and Boston differs from the methods of interior cities, my questionnaires were sent to only seven warehousemen of Greater New York (including Hoboken, Jersey City and other Jersey waterfront localities) and to only three in Boston. Had I queried the same proportion in the Port of New York as I did in Chicago (where the questionnaire brought forth 18 replies) the entire showing of the 430 warehouses would have been quite different.

Although Bush and New York Dock and Independent Stores and Campbell Stores and Wiggin and Quincy Street are listed in the directories and in American Warehousemen's Association membership as "warehouses," and although we think of them as such, the business they do is hardly comparable to what constitutes "warehousing" at other places.

"Our business is different from inland warehouses," writes one of these warehousemen from New York. "We are known as waterfront warehouses. We store principally imported raw products, received direct from steamer. We do

very little distribution of domestic goods in proportion to our total volume.

"Our houses are 'listed stores' or 'stipulated stores' so far as fire insurance is concerned. This keeps our base rate for insurance very low. Therefore we have never undertaken the leasing of space, principally because the rules of the New York Board of Fire Underwriters insist that a 'warehouse must be under the exclusive control of a warehouseman engaged in the business of storing' and if we were to lease space our insurance rate would go up."

Many of these New York warehouses, as we all know, have separate buildings for manufacturing and space leasing,

#### Next Month:

THE second of this series of "Space Rentals" articles by Mr. Haring will appear in the May issue.

The author will discuss benefits and disadvantages as outlined to him by leading storage executives. And he will consider these questions:

1. Is rental of space to certain types of "accounts" a necessary step?
2. Is it essential in order to offset high overhead?
3. Is it arbitrary in the competition for "accounts"?
4. What is the trend?
5. What is the prospect immediately ahead, as indicated by 1931?

Mr. Haring speculates, in these articles, as to whether the depression has interpreted, for warehousing, "yet another bit of hand-writing on the wall"—and the information he presents is based on a survey in which more than four hundred warehousemen and nearly seventy traffic representatives have cooperated.

but, both for that port and for a few others, "warehousing" is not the same thing it is elsewhere. Therefore many warehouses—important names and leaders of the industry—do no leasing of space as contemplated in this investigation.

Others, even at interior points, consider themselves "transit warehouses" or "bulk goods warehouses"—they existing particularly along the Ohio River, the Mississippi and the Missouri. Their business is so specialized that leasing could not enter. A similar condition prevails with some of the South Atlantic port cities and on the Gulf.

Yet another large group of important warehouses report briefly such statements as: "We have no space rentals"; "Our house was not constructed with this in view"; "Our buildings were not designed so as to let out space to tenants to operate their own business";

"We operate a bulk storage house only and are not situated in a location to get into this end of the business"; "Our entire volume is on the package or hundredweight basis, with no space rentals such as you have in mind."

Such replies as those quoted in the preceding paragraph bring up the two problems of location of the house and policy of the management, which we have already considered.

The point, however, is this:

Many important houses, in the principal cities, are not included in the 430 warehouses which figure in our investigation. The custom of leasing space represents far less proportion of our total warehousing than the mere figures of replies would indicate. Instead of being done by 90 per cent, or 82 per cent, of our merchandise warehouses, I would estimate that only 40 to 50 per cent of the houses do it at all, with fully as many of the really important houses among the "not" as numbered with the "do" grouping.

#### A Sign-Post of Danger

AND, dangerous and risky as the statement may be, I am firm in the belief that more warehouses which have managed to earn a profit during 1931 do not lease space than those which do. With a handful of notable exceptions, the best managements—judged, you must remember, by a rank outsider to the industry—are better able to maintain their rates to a profitable basis on the package basis than on the landlord basis. For, after all is said on this subject, the leasing of space is a landlord-and-tenant relation more than it is a warehouse-and-account basis. On this phase of the investigation more will be brought out in the third article of this series, wherein will be presented the views of patrons of the warehouses.

#### Type Who Answered

THE initial purpose of my questionnaire was to evaluate the leasing of warehouse space at the close of the year 1931. The inquiries were sent out near the end of the year, and, with reasonable accuracy, they brought forth a picture of December conditions.

Bear in mind, please, in what is to follow that everything here recorded represents the replies of the 351 warehouses which do more or less leasing of space. It gives no portrayal of all that large and important element of the industry which, as just described, constitutes easily a half of our merchandise storing. The 351 houses do, however, cover a careful selection of representative warehouses up and down the United States.

No reply is included from anyone other than a president, owner, operating executive or, in only three instances, from one who signed himself as "bookkeeper" or similar employee, who, to all appearances, was properly authorized to reply. Of the 351, too, all but 14 appear in the Directory issue of *Distribution and Warehousing* as "starred listings."

The star, in that Directory, signifies

that the information contained in the company's listing in the Directory has been attested before a notary public as correct. The facts and figures were sworn to under oath. No such attestation, of course, applies to anything these warehousemen have told me. Nevertheless their replies to me have emanated from the type of man who is willing to take oath that he tells the truth, when reporting for a Directory issue of his industry. The vast majority of the warehousemen, for another matter, are my own friends, who would have no great reason to deceive me in such a project as this inquiry.

### Changes in 1931

ONE question propounded was this: "Has space rental in your house increased during 1931: (1) in feet of space rented? . . . (2) in revenue in dollars? . . ."

Of the 351 houses, during the year 1931, the number of feet of space under lease—

Went up for.....	57 houses
Went down for.....	246 houses
Held unchanged for.....	9 houses

Information from 39 houses was either too vague or was not forthcoming at all.

The revenue from space rentals showed almost exactly the same results. The revenue—

Went up for.....	34 houses
Went down for.....	249 houses
Held unchanged for.....	8 houses

with information from 60 houses not available.

Quite commonly the warehouses would report something of this sort: "Total revenue went up, due to more leased space"; "The quantity of space was cut by tenants and of course our earnings fell with the cut." Of the 57 houses which reported increases in space under lease, 15 were in the 12 "large cities" already listed. Where total revenue from leasing went up, 12 were in these "large cities."

In two important cities—approximately half a million population each—every warehouseman who reported at all stated that both number of feet under lease and income had been more for 1931 than for 1930. These warehousemen, as gleaned from conversations with some of them, had stuck together in their cities on an agreement not to slash rates, even in the face of distress space from non-warehouse competitors, and, as a further step, most of them had actively solicited this sort of business.

The experiences of several of this group from these two cities formed the basis for the article on "New Business for Warehouses" which appeared in *Distribution and Warehousing*, issue for February, under the title of "Soliciting New Business in a Falling Market."

They had increased their business because they went aggressively after more of it, with a plan founded on the conditions of depression. They showed prospects how to make money by coming under the warehouse roof.

Another group of questions put to

these warehouses related to quoted rates. The questions as worded were:

"Have your quoted rates gone up during 1931 . . . or down? . . . Have you adjusted existing leases, during the year, up . . . or down? . . ."

These questions plunged me into all sorts of surprises. I asked them principally because both of the two manufacturers, whose enthusiasm for leasing space had led me into this survey, had reported that they had been unable to chisel the better type warehouses into cutting their existing rates. My own, off-hand, judgment was that of course the warehouses had cut the rates. Everything else is going down in price. Why not leases in the warehouses?

Some warehousemen could not resist taking me for a fall. One of them scribbled his "answer" in these words:

"What a question!" He said nothing more, but, clearly I am a pretty big fool in his eyes to propound such an inquiry. To tell the truth, at the time, I thought so myself.

Another tickled my fat man's risibility by the Yankee method of replying to one question by asking another. He asked me:

"Are you getting younger . . . or older? . . ."

Note that he left me ample space to write in the answer! His double-jointed rejoinder has given me many a laugh as I have fingered through these four hundred replies.

Eight others shot back facetious remarks, all of which indicated that no sane man would expect quoted rates to go any direction but down—certainly not up.

More than twenty warehousemen, in writing me letters to supplement the formal questionnaire, registered a protest against my printing any statistical resume of these particular questions. Of these letters I shall quote but one, selecting that one which came from the most important warehouseman who sent me such a protest. He writes:

"We feel there are very few warehousemen today who would not be compelled to answer that their rates have gone down, that their income from leases has gone down, and that such adjustments as have been made on existing leases have been on a downward basis. In view of this fact, and considering that *Distribution and Warehousing* is widely read by users of public warehouses, we believe that it would be poor publicity for the warehousing industry.

"Our company is constantly receiving requests for rate reductions from shippers, and we do not believe that other warehousemen are immune insofar as the receipt of similar requests is concerned, and if the statistics that would accompany your article showed that the warehousing industry was revising its rates downward, it would tend to increase the pressure on warehousemen for further rent and rate reductions. It is our opinion that statistics of this nature should not be published at the present time."

To this protest I replied, as undoubt-

edly I did to the other twenty or so who lodged similar sentiments with me, that I shared the same feeling. During the weeks that have followed that "feeling" has altered, very deeply and materially. The replies from 351 warehousemen gave me a tremendous surprise, but it was nothing to what I have learned from the sixty or so "accounts" who have told me their side of the same matter. What they say will appear in the third article of this series (June issue).

From the warehousemen we learn, referring to quoted rates—

Have gone up for.....	6 houses
Have gone down for.....	180 houses
Have held unchanged for.....	126 houses

with replies incomplete, or lacking, for 39 houses.

As to existing leases, adjustments during the year—

Have gone up for.....	6 houses
Have gone down for.....	108 houses
Have held unchanged for.....	141 houses

there being no satisfactory or complete reply from 96 houses for this particular question.

Of this total of 108 adjusted "down," 23 are reported as "slightly down" or at given percentages less than 10 per cent or with other data which indicate very slight adjustment, although some.

Whenever a conversation has been possible with a warehouseman since sending out the questionnaires I have tried to remember to ask about this matter.

One and all they voice an identical experience. They have not been "immune insofar as the receipt of similar requests is concerned." Far from it. A flood of demands has been made upon them—so insistent, in many instances, that they might appropriately be called "threats" or even worse!

Here, once again, local conditions become an important factor. Distress space in the downtown districts are nowhere worse to face than when the warehouse makes a quotation on space or when the demand comes for "adjustment" of an existing lease, under the threat either veiled or openly flaunted that the tenant will "move."

And, in order to get somewhere with these two questions, I have spent hours analyzing the naked figures just set down. For the purpose, further, of checking my estimates I selected the thirty warehouses which in my judgment are most important out of these replying "Have gone down" and the thirty most important who reported "Have held unchanged." These sixty houses were handed over to our two greatest commercial rating agencies, half to each, for special reports as of December 31, 1931.

From these commercial reports for the sixty houses, plus my own evaluation of the remaining houses in each list, I have rated the replying warehouses either as "earned as much in 1931 as in 1930" or "earned less."

As to the sixty houses, whose condition was reported by the commercial agencies, it is rather surprising to learn that—

21 earned more in 1931  
28 earned less in 1931  
11 earned about the same

Most of the eleven in the last group had not completed their figures when the rating agencies reported, or had undergone corporate changes which made exact figures impossible to compare with 1930. These figures are not mine but those as handed me by the rating agencies in their reports.

From other sources, chiefly what the warehousemen have told me, I have attempted to rate others. As to 51 of them I have reasons, sufficiently complete in my judgment, to say that—

18 earned more in 1931  
30 earned less in 1931  
3 earned about the same

Now, by combining these two calculations, the one dependable and the other based on personal information, we have—

39 houses earned more  
58 houses earned less  
14 houses earned about the same

111

This regroups 111 of the 312 replying to one of our questions and of the 255 replying to the other. Each of the 111 occurs in each lot of replies.

I have tried in Table 1 to exhibit my analysis, on this basis, of the final showing.

If Table 1 shows anything it proves the following:

The downward quotation and the downward adjustment have come from the house that is either losing money or is managing to break even. The warehouses earning a profit have managed so to serve their patrons that they have not been obliged to adopt the tactics of the price-cutter.

In venturing this analysis I do not overlook the natural tendency of business men to "forget" damaging facts when putting anything into written form. I doubt not that of these 351, some have painted themselves a bit whiter than their competitors would swear to. But, for all that, I believe my analysis gives a reasonably fair and complete picture of the condition of today. I believe this for a reason that I dare not pass on to others, because these replies came on a confidential basis.

The mere fact that so many frankly told that they have cut the rate makes me trust all of them the more. Twenty-two warehousemen went so far as to send me a list of tenants, with rents for each and an indication of changes during 1931. And, from my contacts with more than sixty "accounts," I have been enabled to "check and double-check" what the warehousemen have told me! Twenty-two of these "accounts" have allowed me to compare their story with the warehousemen's. Seventeen of them have furnished me with their rent schedule, as it now is in force. In every single instance where both mention the same lease, the "account's" report tallies with what the warehouseman had reported or what he afterwards wrote me when I queried him for further information.

TABLE 1

	Total Warehouses Replying	Number Found Among 39 Houses Earning "More"	Number Found Among 58 Houses Earning "Less"	Number Found Among 14 Houses Earning "Same"
Quoted rates up .....	6	1	3	2
Quoted rates down .....	180	14	52	9
Quoted rates unchanged .....	126	32	17	12
Existing leases up .....	6	0	2	4
Existing leases down* .....	108	10	41	6
Existing leases unchanged .....	141	36	42	5

\*Of this total of 108 adjusted "down," 23 are reported as "slightly down" or at given percentages less than 10 per cent or with other data which indicate very slight adjustment, although some.

With eight of these "accounts" I happen to enjoy such intimate business relations that their records are open to me (for such a purpose as this investigation). Anything I ask about their warehousing is supplied without hesitation or reservation. From those eight have come some most telling facts.

We shall hear more of this "story" in the June issue.

### The Rates in Effect

A QUESTION uppermost in the mind of everyone is: "What are the rates for leased space?"

Need I publish the replies?

Perhaps we shall clear the atmosphere if we consider another industry for a moment—radio, particularly the servicing of sets in use.

Examine the classified advertising section of your city's newspapers and you will find under the heading "Radio" an interesting lot of copy. If your radio needs attention beyond what your limited knowledge makes possible you will be sorely distracted as to which "ad" to telephone to. A few of them will mention \$1 or \$1.50 as the minimum charge for a service call. Yet more will avoid naming the sum. Some will yell at you that word "free" by promising that the serviceman's call will cost you nothing while a smaller number will advertise themselves as members of the "N.R.S."—National Radio Servicemen, an organization which guarantees satisfactory workmanship and honesty in replacements. Should anything done by a "N.R.S." man prove unsatisfactory, the local office of that organization will make good the mistake, without a cent of cost to you, and will adjust the dispute with the serviceman under its own rules and regulations.

The "N.R.S." is a guarantee of satisfaction. But it is not shouting "free" at you. And—in your secret soul you know it—when the serviceman of the "free" "ad" appears at your door, it is necessary for him to discover some broken or burned-out part in your radio, to be replaced at a high price. He must, in order to live and pay for gasoline for his service-car, mulct you out of something, despite his boasted "free" for something else.

Warehousing, in nearly every city, is in much the position of the "N.R.S." man

in radio. Someone else is ruining the legitimate business by flooding the market with low quotations, generally with some sort of concealed poison-tip to the arrow which, in the end, will prove costly, if not fatal, to the concern that "bites."

I will quote from one of the most conservative warehousemen in the whole country—a man who never uttered an overstatement in his life. This gentleman writes to me:

"You probably know that The Blank Company recently erected a warehouse here. They are offering space at —c. a foot to one of our present tenants. The Other Company, too, I understand is offering space at almost any price they can get for it. These conditions of course upset the rates for space rentals. I am writing you thus confidentially, so that you may see our position with regard to space renting and the things that are interfering with this part of warehousing."

That is one letter. From about three bushels of material which I have accumulated on this subject I could duplicate the thought behind it for about three times for each important city from Portland to Portland. A few sore spots are, possibly, sorer than some others, but, as possibly every reader already knows, the condition is rather common. If it is not a warehouse newly built, it is an old rat-infested one that has revived itself, or it is a downtown loft building recently dubbed by its owner as a "warehouse" but without stopping long enough to comply with the law or even to inquire whether there is a law in the particular State!

Conditions never have equalled those of late 1931. The fact that everything then looked so dark was one reason why this inquiry was undertaken. The time seemed ripe to learn the worst, especially as some warehousemen are saying: "Merchandise warehousing has no future, because it is being ruined by cut-throat competition."

Figures as to rates in effect are apt to mislead.

Many conditions apply which do not appear in the quotation, unless the number of cents per square foot is read along with the "conditions" tied by the warehouse to the quotation. Unfortunately the distress space and the ware-



TABLE 2  
Rates for Space Rentals in Effect at Key Cities  
Per month per square foot

Size of Space	Chi- cago	De- troit	Hous- ton	Kansas City	Los Angeles	New Or- leans	St. Louis	Twin Cities
Up to 1,000 sq. ft.	6c.	7-10c.	6-7c.	5-6c.	3½c.	6c.	6c.	6c.
2,000-5,000 sq. ft.	5-5½c.	5½-7c.	5c.	4½c.	2½c.	5c.	5c.	4c.
5,000-10,000 sq. ft.	4-5.	5-5½c.	3½-4c.	4c.	2¼c.	4½c.	4-4½c.	3c.
Above 10,000 sq. ft.	3½-4c.	4-5c.	3c.	4c.	2c.	3½c.	3½-4c.	2½c.

These rates are for month-to-month rentals. For a twelve-months' lease, under which the tenant obligates himself to remain through the year, the rates are usually a bit lower; 10 per cent as a rule.

Rates represent those of responsible public warehouses; not so-called "warehouses" of questionable reliability. The rates include ordinary service of a going warehouse, whereas distress space generally is quoted for bare rental without heat and light, sidetrack or available accessory services.

house seeking to "upset the rates" each is keen to quote a price and leave all else to the imagination. Much like the "free" of the radio man, anyone can see that a ridiculous rental must be recouped from some other source and that, knowing it or unknowingly, the tenant will pay the cost.

"Rates vary with the floor of location," reports one warehouse. "Rates as quoted are bare of all services," is the rule of many warehouses, while repeatedly a quotation like this is made:

45c. for 10,000 sq. ft. or more heated.  
40c. for 10,000 sq. ft. or more unheated.

Or, as in many cities, the quotation is a double one, such as "4c. a foot, gross space; 6¼c., net space." With others, where several buildings are available, the statement is:

6c. a sq. ft. in fireproof building; 4c. in non-fireproof building; both with a minimum of 50c. a month.

Rates quoted apply to fireproof buildings only; in our metal-clad non-fireproof buildings, the rates are approximately 30 per cent less, because our investment is considerably less in this type of building.

The rates of one experienced warehouseman, with a large plant, indicate what may be found at many centers:

Building leased outright, about 80,000 sq. ft., for approximately 13c. but does not include any service.

Spaces of about 40,000 sq. ft. for approximately 41c., including nightwatch, janitor and heat, and other services.

Small spaces at 60c. depending on floor in building, class of business customer is in, etc.

With hardly an exception the warehouses report difficulty in maintaining the rates of two years ago. It is particularly hard to sign up a new tenant on that basis. But, as already demonstrated, any serious recession from reasonable rates brings disaster to the house in the form of deficient earnings.

Only too often the warehouseman has learned that he has ceased to warehouse goods and has become a real estate rental agent, with his buildings competing with every other empty space in the city. This will always happen where the space is leased without bringing to the warehouse the accessory services of handling, selling heat and power, furnishing labor, charging for use of railroad siding and unloading facilities. A rental is justified when, but only when,

the lease yields enough to offset general overhead for the property and when the tenant provides other types of revenue desirable to the warehouse.

Table 2 summarizes the space rates now in effect in key cities. Each city presents wide variation in rates, because (1) of diverse types of buildings available, (2) different locations with reference to business uses, and (3) aggressiveness or lassitude of warehousemen in proving to prospects that the professional warehouseman offers, in the quoted rate and without "extra cost," many items of expense which show up unexpectedly at the cut-rate location and which are neither included in the quotation nor ascertainable in advance.

Hardly a city of those named in Table 2 has failed to report leases made—or distress quotations in the air—for lesser rates. One good friend writes the following as the condition in his city, which is one of those given in Table 2:

"We recently heard that 20,000 sq. ft. were leased for 1c. a foot a month, although from other sources we learn that the rate is 20c. a year. This space is owned by a concern which alleges they are in the warehouse business, although they are not association members. Our city is probably no different from many others of like and of larger population in that we are constantly confronted with empty space in unoccupied buildings that owners are anxious to turn into any sort of revenue. We have a building nearby that bothers us, because the owners are willing to do business with tenants on the basis of interest charge plus taxes and plus insurance."

Quotations such as this tempt "accounts" to shop around. Even so low a rate as that mentioned would quickly become twice 20c., or 3½c. a month, when the tenant calculates what it will cost him for watchman service, water, heat and light, power, maintenance of railroad siding and platforms, upkeep of the premises, higher insurance both for contents and building than a modern warehouse. Easiest of all costs to overlook when thinking of low rentals is the fact that when leasing from a going warehouse all overhead for general oversight of the property is laid upon the owner, whereas under the usual cut-price contract for space, the tenant himself must assume responsibility—and the

cost—of supervision. One salary of \$200 a month adds 1c. a square foot to the rental—and, when we come to the third article of this series, we shall learn what some "accounts" have experienced in this matter.

The cities reveal wide variations in their rates—not so much in the published figures as in the price actually realized under the lease. The reasons for this have already been brought out—local conditions vary; modern houses are competing with older structures. It is quickly apparent, however, that from 5c. to 6c. for small spaces and from 3½c. to 4½c. for larger ones is the lowest rate which yields any net revenue to the warehouse. Nor can "accounts" do much better than this for themselves, regardless of what may be the ostensible price.

#### Does It Pay to Lease?

ONE of the crucial points of the questionnaire submitted to warehousemen was contained in the question:

"Do you estimate that space rentals net you more . . . or less . . . for the space used than your average income from storage merchandise?"

Such a question opens the gate for a warehouseman to express an opinion, to tell of his experiences, and, most important of all, to place himself on record as to the real value of space rentals in the operation of a warehouse at the present time.

If space rentals net the house more than its average earnings from ordinary storage, they are good for the warehouse. If they yield less, they represent a loss of income and an expense to the house. But, as in all business dealings, the less income may be desirable—as, for example, in case space rentals bring to the warehouse other earnings which are highly profitable.

"Impossible to answer with a 'Yes' or a 'No' because it's not as simple as that." Two warehouses used those identical words; probably a hundred expressed much the same thought. But, although not feeling able to give reply categorically in a single word, our warehouses have furnished some most illuminating light on this particular question.

It is, in fact, the nub of the whole matter. The statistics may be misleading, but the leasing of space will continue or will disappear from the industry according as to whether it does yield more or less than average income from storing merchandise.

I only regret that the limitations of space prevent reprinting all that came to me in the letters, not to mention those pithy sentences written in the blank spaces of the questionnaire.

From one of the most important of all our warehouses, from its operating executive whose opinions every warehouseman values, came the following reply. His warehouse, by the way, for 1931 enjoyed a revenue from general merchandise storing considerably in excess of that for 1930 and had no de-

crease in income from space rentals. He says:

"This is a difficult question to answer, because in some cases storage revenue is greater and in others the space rental is greater. It depends entirely upon the character of the merchandise stored, and its volume, and it would take quite a good deal of bookkeeping to average out the earnings and make a comparison of the two methods of handling spot stocks."

This gentleman is not side-stepping the question. Far from it. He states the bald truth of the matter. No single, uniform answer is possible. Others gave me the same sort of reply. Quite commonly both answers—"Yes" and "No"—came from the same warehouseman. They phrase it with such words as these:

"More in dull times, less in busy."

"More on slow turnovers in the account, less on fast turnovers."

"When the volume on package rates is good, with a fast turnover, package storage is better; under present conditions in distribution, space is better."

"More, particularly when we supply the labor; furthermore, there are twelve months of revenue."

"Less, but very desirable in periods of low storage occupancy and slow distribution."

"More and growing still greater, because the large number of models and the many assortments of so many lines in storage do not produce for us as much revenue as space rentals."

"Less, especially over a period of years."

"Less prior to 1929; more since that time; due to the large amount of unoccupied space which must be charged to our storage operations."

"Less—by at least 20 per cent."

"Space rental is never justifiable, except in those exceptional cases where the commodities in store require but a small area and are of such a great variety that it is necessary for the warehouse to have a man in charge constantly to select articles to be delivered."

"One other thing occurs to me, when I think of your question. If warehouses are going to depend upon leased space they simply are beginning to operate as loft buildings. Certainly a warehouseman cannot step in where real estate men have heretofore operated, for the warehouseman would be receiving only the handling charge and the charge for special services. The necessary volume of rentals to maintain an organization on that basis is just not there. Therefore you may conclude that our company prefers the package business."

"We have an 85,000 square-foot warehouse in a city of 60,000 people, and the great difficulty of using this space for storage makes rentals best for us."

And, finally, I shall give almost the whole of a letter from one warehouseman, in the Northwest, who has summarized a very common condition of merchandise warehousing as it existed at the close of 1931. Does not his statement fit fairly well the situation in a

hundred cities? This is what he gives as the present aspect of leasing:

"There is an obvious tendency in this locality toward space rentals on the part of manufacturers which we believe is largely due to the pressure of business conditions. Sales volume has fallen to such a low point with many manufacturers and distributors that the expense of maintaining their own factory branch for offices and stock has become prohibitive. In such cases, they are turning to public warehouse facilities, not only to handle their stock, but to provide offices also. In many instances they are reluctant to release their employees and so transfer them into the warehouse quarters, taking space at flat rental, and are able to save enough by eliminating incidental expense such as light, heat, power, water, janitor, etc., to hold their organization together. In other instances they are obliged to release their employees and place their stock with the warehouse on a package basis, retaining perhaps an office limited to a representative and some clerical help."

#### In June:

**THE** third of this series of "Space Rentals" articles by Mr. Haring will be published in the June *Distribution and Warehousing*.

In it the author will review the experiences of sixty-seven "accounts" in their leasing of warehouse space for storing and handling their own goods. He will tell why some remain consistently as tenants; why others have gone elsewhere. He will touch on the extreme flexibility of warehouse accommodations in serving distributors, and will point out the principal commodities for which leasing is of most utility.

The shipper's viewpoint on this subject of space rentals will be illuminating for the warehouse executive.

This usually applies to an account with slow turnover.

"Doubtless there is considerable space rented at flat rates that fails to produce as much revenue as it would under package rates, but if the account turns over fast, the incidental business it produces, such as trucking, shipping, etc., is attractive to the warehouse. Where package rates are computed upon scientific rating procedure, they should invariably produce more than space rental on a fast turnover stock, but it is our experience that the average warehouse stock today seldom works out in accordance with the estimated conditions upon which the warehouse bases its rates."

"For this reason it is very probable, I think, that space rented at from 3 to 5 cents per square foot per month in units of 2000 feet and over will produce more than the average account of this size at

package rates as they are now quoted in the Pacific Northwest. This should not be; and the remedy lies in correction of the package rate structure to definitely give effect to the actual requirements of storage."

Nevertheless, of the 351 warehousemen, 291 did give me a categorical reply. They express the belief that leasing space produces for the warehouse—

More revenue for.....	81 houses
Less revenue for.....	159 houses
About the same for.....	51 houses

Warehousemen from the 12 "large cities" make up 36 of the "More" replies, 42 of the "Less" and 9 of the "About the same." The very small cities rather generally lean to replies of "More"—quite possibly for the reason already quoted from the warehouseman in a city of 60,000 population.

#### Office Quarters

**ALLIED** with the leasing of space for storing goods is the office space in a warehouse.

Overwhelmingly is it the judgment of the warehousemen that demand for office space is growing. It will continue. Houses in cities large as well as small voice the same experience, with here and there an exception in the case of a smaller city west of the Missouri and in the Southwest. For those regions, where distances are great and population thinly scattered, stocks of goods are more numerous than salesmen's territories. Farm implements, such household equipment as washing machines and stoves and refrigerators, replacement parts, and supplies, such as binding twine and grain sacks and plumbing fixtures—these, and others, create a demand for storing where no salesman makes his headquarters.

Surprisingly often the warehousemen report that they make it a rule not to rent office space unless a stock of goods stands in the warehouse and unless the office has a close connection with handling the goods.

Although the practice, and the need, is undeniable, warehousemen wish they could correct some bad situations that develop with these office tenants. Such straws as the following have filtered into my hands, indicating, each, a fly in the ointment:

"We find that patrons prefer offices in the warehouse. However, this is often undesirable (to us) for the reason that they learn too much. Likewise, they are always expecting too many favors."

"We much prefer regular storage accounts where customers are not in our buildings. Usually we have to deal with some small-caliber clerk, and conflicts are constantly arising."

"Two competing manufacturers will store with us, but they will not have offices under the same roof. Sometimes we must step warily in letting out office space so as not to drive a good account to another warehouse."

"Most manufacturers in this city are trying to get free office space."

"They are getting so they tell us  
(Concluded on page 46)

# Occupancy in 1931 Compares Not Unfavorably with Normal 1928

Statistics Across  
Four Years

By KENT B. STILES

THE Census of Distribution of the Bureau of the Census of the United States Department of Commerce made public on March 22 the corrected and final figures covering public merchandise warehousing occupancy and tonnage for December, 1931. With these statistics in hand it becomes possible to compare 1931 as a whole with 1930, 1929 and 1928, and to prepare the tables and charts which accompany this article.

"The average occupancy for the entire country in 1931 figures 66.1 per cent," W. S. Gilbert, Chief of the Current Inquiries Section of the Census of Distribution, informs *Distribution and Warehousing*. "This figure is the result of an average of the occupancy percentages shown by our twelve reports, the correct occupancy percentage being utilized in each case."

Nineteen thirty-one's average occupancy, 66.1 per cent, for the entire country, compares as follows with the three previous years:

	1928	1929	1930	1931
Average . . . .	68.1	72.2	69.9	66.1

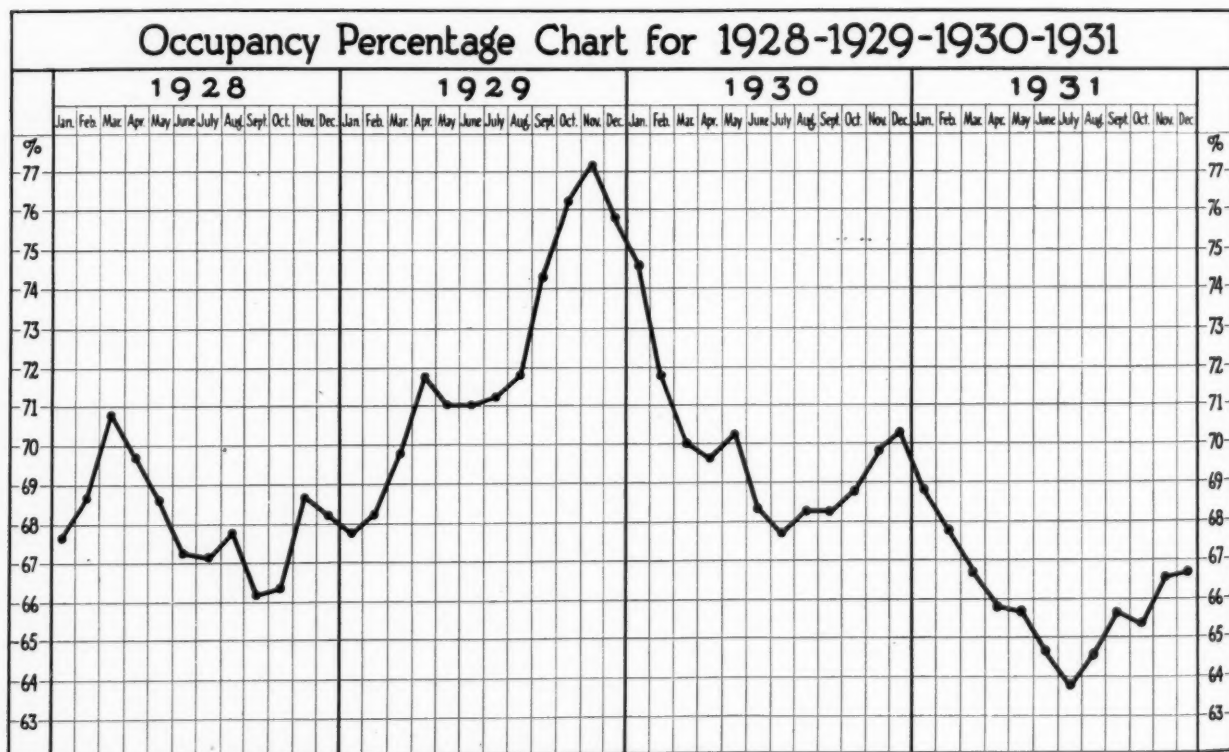
The chart at the bottom of this page illustrates strikingly what the setback has been since the stock market crash in November of 1929. Starting at 66.1 in September of 1928, the line indicating average occupancy had gradually moved upward, with a few temporary drops, to 77.1 in November of 1929. Then Wall Street lost its poise, with the profound results familiar to us all, and the occupancy curve immediately took a pronounced slump which carried it down to 67.8 in July of 1930. The final five months of 1930 brought a brief recovery, but with the beginning of 1931 a new recession set in, carrying the line to a new low, 63.9, in July. Then began another upward turn, spanning the final five months of 1931—a parallel movement, it will be noted, to that in 1930. The January, 1931, provisional percentage (average for entire country, and not shown on this chart) is 65.8—thus

indicating another beginning-of-the-year downturn similar to the one which set in at the start of 1931.

While the slump from the highest mark, 77.1 in November of 1929 to the lowest mark, 63.9 in July of 1931, represents a difference of 13.2 per cent, it might perhaps be pointed out that many economists regard 1928 as a "normal" year; and that if their belief on that point is well founded, then 1931 does not compare too unfavorably with 1928 in so far as warehouse occupancy is concerned. The 1931 percentages for January, February, March, November and December—five of the year's months—are higher than 1928's two lowest figures, 66.1 for September and 66.4 for October.

The occupancy percentages, for the entire country, month by month across the four years, are shown in the first four columns of figures in Table No. 1 on page 13. State by State the occu-

(Continued on page 14)





### Tonnage Percentage Chart for 1928-1929-1930-1931

Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
1928	83.2	83.5	76.8	77.2	76.8	74.8	71.2	73.5	70.8	73.5	74.2	72.2
1929	73.2	71.8	76.2	75.8	77.5	75.8	75.8	74.8	79.2	75.2	75.2	74.8
1930	74.8	78.2	75.8	78.5	80.2	80.5	79.8	78.2	78.5	78.0	80.8	83.5
1931	80.2	80.2	70.0	78.2	78.0	80.5	77.8	78.0	78.5	79.0	80.5	83.8

**Table No. 2**  
**Occupancy**  
**Percentages,**  
**1928—1929—1930**  
**—1931**  
**by States**

<sup>a</sup> Includes Maine and New Hampshire.  
<sup>b</sup> Includes Iowa.  
<sup>c</sup> Includes Kansas.  
<sup>d</sup> Includes Arizona, Utah, Nevada and New Mexico.  
<sup>e</sup> Does not include Arizona.  
<sup>f</sup> Includes Oregon.  
<sup>g</sup> Includes New Hampshire.  
<sup>h</sup> Includes Maine.  
<sup>i</sup> Georgia 66.5; Florida 63.2.  
<sup>j</sup> Does not include Nevada.

(Continued from page 12)

pancy figures are shown, month by month across the four years, in Table No. 2, occupying pages 14 and 15.

#### Tonnage

THE tonnage chart for 1928, 1929, 1930 and 1931 is on page 13; and on the same page, in Table No. 1, are reproduced the figures, month by month, showing (a) total volume arriving at the reporting warehouses, (b) total volume entering storage, and (c) percentage of volume actually entering storage, the balance being delivered on arrival.

This chart and the figures show that this past December was the peak month of the four years. During December 83.7 per cent of the arriving merchandise entered storage, the balance being delivered on arrival. The previous high mark is 83.6 per cent, recorded for both December of 1930 and February of 1928.

The average for 1931 is 78.7 per cent, which is two-tenths of 1 per cent off from 1930 average but is better than the marks recorded for either 1929 or 1928. Comparisons across the four years, average for entire country, are as follows

	1928	1929	1930	1931
Percentage of goods entering storage out of total volume arriving	75.5	75.4	78.9	78.7

During 1931 the cooperating warehouses, the monthly average of these being 1,175, reported a total of 6,117,620 tons received, of which 4,814,637 tons, or 78.7 per cent, entered storage, the balance being delivered on arrival. The monthly average was 509,801 tons received, with 401,220 tons as the average entering storage.

The sustained interest which warehousing is showing in the compilation of these warehousing statistics is evidenced by the fact that whereas an average of 1,153 reported during 1928, the 1931 average was 1,176. In the first year, 1928, of this statistical effort, the warehouses reported monthly on occu-

(Concluded on page 16)

	January				February				March				April			
	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931
Massachusetts-Vermont.....	a42.3	48.1	49.4	.....	a46.1	48.0	52.1	.....	a45.8	48.9	a51.0	.....	a44.8	50.1	50.6	.....
Vermont-New Hampshire.....	.....	.....	.....	75.5	.....	.....	.....	69.4	.....	.....	83.0	.....	.....	.....	.....	78.9
Massachusetts.....	.....	.....	.....	53.8	.....	.....	.....	53.7	.....	.....	51.5	.....	.....	.....	.....	48.6
Connecticut-Rhode Island.....	71.1	63.3	53.3	.....	59.1	63.3	54.0	.....	55.7	66.6	57.7	.....	52.2	65.7	59.3	.....
Connecticut.....	.....	.....	.....	59.8	.....	.....	.....	65.4	.....	.....	60.3	.....	.....	.....	.....	62.1
Rhode Island.....	.....	.....	.....	46.8	.....	.....	.....	61.0	.....	.....	68.5	.....	.....	.....	.....	68.7
New York Met. District.....	66.8	55.4	80.6	61.4	72.1	55.3	71.4	58.2	79.3	64.7	69.7	59.6	80.5	76.5	67.9	60.6
Brooklyn.....	59.6	41.7	80.6	58.1	68.2	41.3	64.1	56.5	78.5	58.2	66.8	57.6	80.3	79.1	63.8	58.4
Manhattan.....	79.8	67.0	82.5	71.1	78.3	67.6	79.6	65.6	78.2	66.8	74.9	67.6	77.7	68.8	76.0	66.2
Nearby N. J. and Others.....	71.8	72.7	79.7	.....	75.5	72.5	79.4	.....	81.6	75.0	70.1	.....	82.4	76.8	67.0	.....
Nearby New Jersey.....	.....	.....	.....	53.5	.....	.....	.....	50.2	.....	.....	50.8	.....	.....	.....	.....	57.7
All Other.....	.....	.....	.....	44.3	.....	.....	.....	42.8	.....	.....	43.5	.....	.....	.....	.....	51.5
New York State.....	63.0	51.9	78.9	.....	69.2	51.6	69.5	.....	76.7	61.6	70.0	.....	77.8	74.3	68.6	.....
N. Y. State, except Met. Dist....	.....	.....	.....	67.4	.....	.....	.....	65.4	.....	.....	66.0	.....	.....	.....	.....	62.2
New Jersey State.....	70.0	72.6	79.5	.....	75.7	73.6	78.3	.....	81.4	76.3	68.1	.....	82.8	78.0	65.6	.....
N. Jersey St., except Met. Dist....	.....	.....	.....	64.3	.....	.....	.....	63.1	.....	.....	64.8	.....	.....	.....	.....	60.4
Pennsylvania.....	66.5	69.5	75.8	65.7	66.6	72.6	64.3	66.0	72.1	72.0	71.2	63.7	71.6	71.2	72.7	63.5
Ohio.....	82.5	86.4	91.7	78.5	76.4	85.6	84.1	76.8	73.8	88.0	81.1	75.6	69.9	87.8	82.1	74.7
Indiana.....	73.7	74.0	81.7	77.1	74.8	77.3	78.0	82.1	75.6	80.8	78.0	74.3	74.8	81.7	77.8	76.3
Illinois.....	76.7	75.7	82.9	.....	76.5	76.6	80.4	.....	74.9	78.2	78.7	.....	77.0	78.7	80.5	.....
Illinois, except Chicago.....	.....	.....	.....	69.8	.....	.....	.....	73.1	.....	.....	72.9	.....	.....	.....	.....	72.1
Chicago.....	77.6	76.0	84.7	77.9	77.8	77.0	83.1	76.1	76.7	78.7	80.3	75.0	78.1	79.1	82.0	74.6
Michigan.....	69.1	67.6	70.6	65.7	71.3	69.5	70.9	68.9	73.8	66.0	73.2	63.2	75.2	67.6	74.3	64.5
Wisconsin.....	77.5	84.2	78.3	56.8	80.7	85.0	78.2	55.9	86.2	85.2	79.4	57.2	88.1	84.5	79.1	63.3
Minnesota.....	b71.9	80.8	80.9	.....	73.2	80.7	78.0	.....	75.3	79.0	71.9	.....	71.8	76.9	74.1	.....
Minn. exc. Minneapolis & St. Pl....	.....	.....	.....	64.0	.....	.....	.....	63.5	.....	.....	62.5	.....	.....	.....	.....	63.2
Minneapolis and St. Paul.....	72.2	81.4	80.5	81.4	73.8	81.7	78.5	79.1	76.2	79.8	72.2	74.0	72.5	77.5	74.6	69.6
Iowa.....	.....	71.4	80.4	73.0	74.0	72.3	79.0	73.4	78.0	68.8	73.6	64.2	75.8	67.9	69.1	62.8
Missouri.....	76.6	80.2	83.9	.....	78.2	86.2	80.9	.....	74.9	82.4	78.2	.....	73.7	81.1	77.6	.....
Missouri except St. Louis.....	.....	.....	.....	80.5	.....	.....	.....	77.2	.....	.....	77.5	.....	.....	.....	.....	76.3
St. Louis.....	60.5	77.1	75.9	76.4	67.3	84.5	77.4	72.4	70.1	83.1	76.4	73.5	70.9	81.7	74.8	74.6
North and South Dakota.....	80.0	93.9	93.1	.....	79.0	93.8	77.7	.....	75.2	93.7	81.2	.....	70.0	93.3	82.5	.....
North Dakota.....	.....	.....	.....	89.9	.....	.....	.....	86.4	.....	.....	.....	77.2	.....	.....	.....	66.7
South Dakota.....	.....	.....	.....	68.1	.....	.....	.....	72.2	.....	.....	70.9	.....	.....	.....	.....	72.0
Nebraska.....	c80.3	81.1	82.3	83.8	79.4	75.4	77.3	81.3	72.7	74.2	69.5	78.1	71.2	69.8	63.6	72.2
Kansas.....	.....	78.3	80.4	66.1	78.8	82.9	77.9	66.8	78.9	83.0	82.0	76.8	74.2	84.8	74.2	73.3
Delaware, Md., & Dis. of Col....	60.6	51.3	58.3	.....	58.6	54.7	64.3	.....	61.2	53.4	69.8	.....	55.8	53.4	67.8	.....
Delaware and Maryland.....	.....	.....	.....	65.0	.....	.....	.....	72.3	.....	.....	69.1	.....	.....	.....	.....	62.7
District of Columbia.....	.....	.....	.....	72.0	.....	.....	.....	74.1	.....	.....	79.9	.....	.....	.....	.....	74.6
Virginia and West Virginia.....	72.9	68.6	70.2	.....	69.1	69.1	87.6	.....	69.7	69.3	89.0	.....	72.2	70.4	85.5	.....
Virginia.....	.....	.....	.....	86.9	.....	.....	.....	26.1	.....	.....	.....	81.5	.....	.....	.....	85.7
West Virginia.....	.....	.....	.....	76.6	.....	.....	.....	89.5	.....	.....	82.7	.....	.....	.....	.....	84.4
North and South Carolina.....	56.4	68.9	71.8	67.5	59.8	64.3	70.4	70.8	63.5	65.1	71.2	71.2	63.0	68.7	70.0	67.7
Georgia and Florida.....	71.4	83.1	73.4	72.0	71.2	82.7	74.0	72.2	71.4	77.8	65.7	65.4	70.9	76.0	62.0	71.1
Kentucky and Tennessee.....	73.2	76.0	69.2	73.2	78.5	74.3	68.4	74.6	66.7	74.6	59.6	70.3	68.3	76.8	71.2	68.5
Alabama and Mississippi.....	82.1	83.4	66.9	75.1	82.4	84.5	69.4	68.7	78.4	77.5	67.9	67.4	80.0	81.4	73.7	65.9
Arkansas, Louisiana and Okla.....	56.3	72.7	57.1	.....	58.2	82.9	60.6	.....	57.6	79.8	64.5	.....	57.0	80.3	71.4	.....
Arkansas.....	.....	.....	.....	66.0	.....	.....	.....	69.9	.....	.....	70.0	.....	.....	.....	.....	69.5
Louisiana.....	.....	.....	.....	65.0	.....	.....	.....	68.3	.....	.....	69.4	.....	.....	.....	.....	66.0
Oklahoma.....	.....	.....	.....	65.8	.....	.....	.....	79.2	.....	.....	7.78	.....	.....	.....	.....	76.6
Texas.....	79.3	86.4	85.9	85.2	64.3	86.6	77.2	80.7	52.8	78.1	54.2	72.6	54.8	58.5	54.7	67.8
Idaho, Wyoming, Montana.....	d71.7	71.1	92.6	.....	54.3	73.9	76.8	.....	71.6	74.9	75.9	.....	72.8	64.0	72.2	.....
Idaho, Wyoming.....	.....	.....	.....	76.9	.....	.....	.....	65.4	.....	.....	75.1	.....	.....	.....	.....	69.3
Montana.....	.....	.....	.....	83.8	.....	.....	.....	77.6	.....	.....	78.4	.....	.....	.....	.....	77.6
Ariz., Utah, Nevada, N. Mexico.....	77.1	78.4	.....	75.5	80.7	72.0	.....	76.6	77.0	78.0	.....	74.3	77.2	76.2	.....	.....
Arizona, New Mexico.....	.....	.....	.....	68.9	.....	.....	.....	68.9	.....	.....	75.1	.....	.....	.....	.....	69.0
Utah.....	.....	.....	.....	75.5	.....	.....	.....	60.3	.....	.....	59.4	.....	.....	.....	.....	60.7
Colorado.....	74.5	73.4	76.2	74.3	78.3	76.2	72.2	73.5	76.5	75.3	68.2	72.9	74.2	75.0	68.5	73.4
Washington.....	f60.2	72.0	71.1	73.7	54.3	70.0	76.7	71.9	55.3	64.6	73.8	71.8	55.0	69.0	71.6	74.0
Oregon.....	.....	66.5	68.5	64.4	68.9	66.5	67.1	63.1	70.0	66.7	63.8	72.1	67.2	69.5	64.9	.....
California.....	70.3	76.9	72.4	72.0	70.7	73.1	71.0	67.5	72.4	76.1	73.6	69.0	72.1	78.2	72.4	69.2
Average for U. S.....	67.6	67.7	74.6	68.9	68.7	68.3	71.7	67.9	70.8	69.9	70.0	66.8	69.8	71.8	69.7	65.9
Warehouse reporting.....	1085	1220	1321	1348	1336	1227	1334	1362	1328	1221	1478	1386	1321	1218	1511	1380

	May				June				July				August				September				October				November				December				
	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	1928	1929	1930	1931	
42.1	52.1	h50.7			49.7	52.6	h52.8		49.3	56.8	h56.6		52.5	57.5			51.2	55.3			50.8	54.3			51.1	52.8			50.0	50.8			
78.9			83.8				95.3					51.7			h75.0	78.5			53.2	91.7			64.6	98.0			86.2	94.3			91.8	95.1	
48.6			48.7				49.9					54.0			57.3	54.0			24.2	52.4			52.7	50.2			51.4	50.0			54.7	54.0	
46.2	65.9	55.5			54.1	65.9	50.9		56.6	59.1	53.6		54.0	58.7			52.6	61.0			57.0	59.5			55.6	55.9			61.6	50.9			
62.1			60.7				60.9					59.7			63.9	64.6			54.9	62.9			62.6	65.5			60.0	64.5			59.4	71.4	
68.7			68.3				60.3					62.8			45.8	65.1			61.6	47.7			49.6	46.6			49.5	43.2			64.7	41.6	
60.6	80.7	76.4	72.3		62.6	78.3	78.3	66.6	62.3	76.2	78.9	64.5	60.1	72.5	75.3	64.5	62.7	64.1	84.3	64.0	64.1	60.4	82.1	62.1	59.7	60.4	84.2	62.9	63.8	58.6	83.5	64.7	64.0
58.4	80.7	78.3	72.1		58.9	77.7	80.9	66.1	60.7	75.9	80.1	64.1	57.3	67.5	71.7	62.7	61.1	53.0	76.9	61.3	65.5	48.9	76.5	60.8	57.2	46.9	86.2	59.2	63.8	43.5	86.4	60.6	60.0
66.2	78.7	69.9	75.8		64.9	70.4	70.8	71.0	59.4	79.8	75.8	69.8	59.2	78.4	74.9	67.1	63.6	77.8	88.1	65.8	63.6	76.8	84.9	66.5	61.8	76.9	78.2	70.2	60.8	76.9	78.9	71.4	62.0
57.7	82.0	77.7	68.0			79.3	78.5	60.8		74.6	78.7	57.0		77.6	82.1			75.7	82.2			71.0	80.4			74.6	84.6			74.4	81.9		
51.5			67.7				67.4					65.7			66.5	64.4			64.5	62.5			59.1	61.1			60.1	65.5			65.4	71.7	
62.2			52.6				82.3					70.3			47.8	64.6			42.9	66.4			41.0	67.5			45.0	71.9			43.6	77.9	
	78.1	74.3	73.5		77.0	76.6	67.8		76.0	77.7	66.8		70.3	72.1			60.2	82.8			57.9	80.9			56.7	82.7			54.8	82.2			
			62.7				62.2					61.9			70.2	60.0			70.5	59.8			74.4	60.4			77.7	62.3			74.3	58.0	
	80.1	78.1	65.8		77.5	78.5	61.3		73.4	78.9	58.4		77.0	82.3			76.4	83.0			72.0	82.0			75.6	84.0			76.4	81.2			
			57.8				54.8					56.0			57.0	57.0			33.2	62.6			58.0	61.3			58.0	60.6			57.8	57.4	
63.5	77.1	71.6	70.6		73.4	70.1	69.3	62.8	70.5	70.6	66.3	59.3	71.3	70.1	66.5	61.0	80.0	70.6	66.8	61.3	71.0	75.5	65.8	60.5	71.0	73.9	65.6	59.8	71.2	71.7	65.6	59.1	
74.7	81.7	80.2	80.3		75.2	84.7	81.1	77.4	66.2	81.4	89.4	76.6	72.6	82.1	89.9	78.3	72.1	84.1	90.5	80.5	78.9	86.5	91.5	78.2	75.3	85.4	92.1	72.7	69.6	84.7	90.9	74.5	78.0
76.3	72.5	80.3	81.4		76.3	73.2	80.0	82.2	77.5	73.7	76.1	76.9	76.4	71.8	82.2	74.7	77.9	71.9	82.1	70.5	76.1	74.6	82.7	72.1	77.6	76.4	80.7	74.9	76.0	75.2	79.4	73.9	72.6
	74.0	78.6	76.9		73.4	81.1	76.4		73.6	82.2	76.8		73.4	86.1			72.9	86.3			75.9	87.0			77.2	83.4			77.3	82.2			
72.1			70.2				73.7					70.4			72.8	75.3			75.9	76.8			76.1	75.5			71.8	74.6			55.0	74.2	
74.6	74.8	79.6	77.9		74.4	74.0	81.9	76.4	74.3	73.9	83.2	76.8	71.8	74.3	87.7	76.4	69.1	73.5	87.8	82.8	72.4	76.5	88.2	78.1	73.8	77.7	85.0	78.8	70.5	77.7	84.0	77.4	71.1
64.5	77.9	70.9	73.5		65.6	78.4	71.8	71.4	64.9	73.5	66.2	70.7	65.0	72.1	69.0	71.1	66.2	71.0	71.1	67.6	64.0	68.0	73.2	69.5	64.6	69.2	69.7	70.1	71.8	68.1	68.3	65.7	71.3
63.3	63.1	88.2	72.6		62.6	76.9	89.7	63.3	60.8	77.5	92.1	63.5	63.6	78.5	92.1	61.4	63.5	77.6	92.0	62.6	65.1	80.1	92.0	59.3	67.5	79.8	84.7	57.6	63.3	77.3	86.4	57.2	61.9
	70.4	71.5	71.3		70.0	73.2	69.9		69.2	73.1	69.3		70.4	78.5			70.6	82.4			72.9	84.6			79.7	86.4			77.8	85.3			
63.2			64.7				70.6					73.0			70.6	75.8			71.2	80.6			57.1	78.9			72.0	80.4			67.5	74.8	
66.6	71.5	71.6	71.2		67.3	70.1	72.9	69.5	66.8	69.2	72.4	69.0	66.6	67.2	77.4	70.5	66.8	70.6	82.9	78.0	73.2	73.2	84.5	78.2	77.2	80.2	86.3	82.5	80.6	78.1	85.1	85.1	78.5
62.8	55.8	69.2	67.7		62.2	67.5	67.4	69.4	61.6	66.5	66.4	70.3	59.1	65.5	68.2	66.3	58.4	70.2	70.1	68.9	62.2	68.2	73.1	68.6	63.3	69.6	73.8	69.2	63.4	70.1	78.5	72.8	62.5
	72.2	82.6	75.7		73.4	78.8	73.4		76.3	75.4	73.3		77.1	77.3			75.2	73.2			75.3	82.9			77.6	85.6			79.8	83.5			
76.3			74.1				70.6					69.2			53.6	71.8			69.3	69.4			77.8	68.7			79.3	69.0			81.3	63.2	
74.6	69.5	82.1	70.8		73.2	69.5	79.9	70.4	74.3	73.8	76.8	67.7	71.3	74.5	78.1	68.4	69.2	71.6	78.0	67.0	68.3	71.3	82.5	74.4	64.4	74.3	83.2	78.8	68.6	75.9	78.3	76.5	67.8
	78.6	92.8	76.5		80.0	93.8	80.9		84.9	93.1	80.7		84.9	92.8			84.3	92.4			83.1	94.4			92.3	93.8			94.9	92.9			
66.7			64.2				65.2					64.1			69.9	61.5			72.0	59.7			76.8	60.6			86.5	83.1			90.0	85.6	
72.0			75.5				71.7					73.1			88.1	72.4			79.2	73.7			87.5	69.9			76.4	68.4			70.3	70.4	
67.2	67.9	69.7	59.9		72.7	57.7	67.6	64.0	70.2	53.7	64.6	54.3	65.8	51.6	64.8	56.9	65.9	51.3	63.3	59.6	61.3	61.3	77.5	62.2	61.0	78.5	82.0	72.2	61.3	83.6	89.2	83.5	59.3
73.3	85.0	80.0	78.2		71.6	76.7	79.2	71.0	70.0	77.4	83.0	73.5	68.4	73.2	82.3	74.5	70.5	62.9	82.5	75.6	68.5	68.5	82.0	72.5	66.9	71.5	83.1	72.9	67.4	77.4	87.5	63.8	65.7
	49.2	51.6	71.3			44.6	56.1	68.5		49.8	52.1	65.6		59.3	57.5			52.3	59.0			54.3	61.0			56.1	30.4			51.8	59.7		
62.7			61.5				53.0					55.9			72.5	57.3			72.1	57.4			73.6	55.0			73.1	54.9			64.1	55.3	
74.6			76.6				75.6					76.3			64.1	76.6			69.4	77.2			74.7	78.4			75.0	77.4			74.4	78.9	
	54.9	70.4	80.8		53.8	70.4	80.7		68.3	70.5	74.3		68.1	70.7			69.0	71.0			68.7	71.1			68.3	70.7			68.8	70.7			
85.7			82.8				84.4					77.6			83.2	73.5			80.1	64.3			81.3	66.5			84.4	63.4			85.5	60.3	
84.4			82.7				85.4					85.6			72.6	82.9			84.8	77.5			82.6	81.0			81.8	83.2			75.1	80.0	
67.7	55.3	68.1	68.6		65.8	60.0	66.8	67.8	65.2	61.6	64.9	69.1	69.7	59.4	61.6	69.9	60.9	64.6	64.3	80.0	59.3	67.7	68.4	77.8	68.1	71.9	75.6	77.0	80.4	73.4	70.1	71.0	77.9
71.1	60.7	75.7	60.4		69.2	73.2	77.8	57.0	67.0	70.7	76.7	61.6	70.0	70.0	77.2	66.5	66.0	71.5	78.5	72.1	74.7	77.8	82.2	75.9	76.5	80.4	79.8	71.0	76.2	81.3	73.0	70.4	74.9
68.5	61.7	77.3	62.5		57.8	62.4	75.7	56.4	64.8	71.6	80.4	81.8	75.4	76.2	73.7	82.1	77.9	75.7	73.5	81.9	78.0	74.3	70.0	83.2	70.9	74.0	70.8	83.6	73.1	74.9	72.1	79.5	72.0
65.9	82.5	75.9	69.9		67.2	80.0	69.9	72.4	65.8	80.9	69.9	70.7	62.5	87.1	67.2	71.2	80.4	88.3	71.1	66.2	79.0	88.0	68.0	69.4	51.5	88.7	78.3	67.8	64.1	80.9	67.1	75.0	68.5
	56.6	77.4	72.8		58.5	71.4	74.5		69.2	69.0	81.1		67.8	68.6			62.8	56.9			57.8	58.0			60.8	59.8			67.3	58.3			
68.5			71.4				69.5					71.5			73.6	69.3			87.3	69.4			74.1	74.1			82.3	86.1			70.1	75.5	
66.6			68.4			</																											



## PUBLIC MERCHANDISE WAREHOUSING

DECEMBER, 1931-JANUARY, 1932

Division and State	Per Cent. of Floor Space Occupied		TONNAGE									
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.			
	Dec.	Jan.										
NEW ENGLAND (Total)	55.3	56.0	25,152	15,437	18.5	11.6	2,969	4,070	2.2	3.1		
Vermont and New Hamp.	95.1	68.8	124	83	3.9	2.6						
Massachusetts	54.0	53.7	17,339	8,952	19.1	10.2	1,937	3,298	2.1	3.7		
Connecticut	71.4	80.2	5,944	3,951	27.9	18.6	852	557	4.0	2.6		
Rhode Island	41.6	45.2	1,745	2,451	8.6	12.0	180	215	0.9	1.1		
MIDDLE ATLAN. (Total)	62.8	61.4	146,346	101,415	19.8	13.7	8,469	8,979	1.1	1.2		
N. Y. Metropolitan Dist.	64.0	62.4	115,529	71,942	20.4	12.7	2,258	2,245	0.4	0.4		
Total (1)	60.4	58.0	47,561	35,721	14.6	10.9	1,685	1,764	0.5	0.5		
Brooklyn	62.5	62.6	16,650	7,194	21.9	9.5	148	155	0.2	0.2		
Manhattan	71.7	69.7	43,903	24,921	28.9	16.4	425	326	0.3	0.2		
Nearby New Jersey	77.9	77.6	7,415	4,106	58.2	32.2						
N. Y., except Met. Dist.	58.0	54.5	8,602	8,330	12.0	11.6	3,415	3,320	4.7	4.6		
N. J., except Met. Dist.	57.4	57.0	948	661	11.2	7.8	118	81	1.4	1.0		
Pennsylvania	59.1	60.0	21,267	20,482	23.1	22.4	2,678	3,333	2.9	3.6		
E. NO. CENTRAL (Total)	70.8	67.8	91,938	73,727	18.8	15.1	10,912	21,174	4.1	4.3		
Ohio	70.8	66.6	18,965	17,763	15.8	14.9	8,723	10,161	7.3	8.5		
Indiana	72.9	72.8	5,621	6,136	13.0	14.2	1,201	1,280	2.8	3.0		
Illinois, except Chicago	74.2	73.6	10,406	5,284	45.2	22.4	1,630	1,591	7.1	6.8		
Chicago	71.1	66.6	28,409	24,763	20.7	18.0	3,071	3,321	2.2	2.4		
Michigan	71.3	68.5	23,599	15,409	18.3	11.8	2,884	2,697	2.2	2.1		
Wisconsin	61.9	61.8	4,938	4,372	14.2	12.5	2,394	2,124	6.9	6.1		
W. NO. CENTRAL (Total)	69.1	67.1	62,200	51,077	22.2	18.3	13,175	13,393	4.7	4.8		
Minnesota, except Minne-	74.8	76.7	577	665	6.9	7.9	979	1,037	11.6	12.3		
neapolis and St. Paul	73.8	77.7	21,193	18,619	27.0	24.0	4,049	5,053	5.2	6.5		
Missouri, except St. Louis	62.5	61.7	9,012	7,947	25.1	22.1	2,775	2,709	7.7	7.5		
Iowa	63.2	62.8	10,744	9,113	22.0	18.6	1,471	1,312	3.0	2.7		
St. Louis	67.8	65.2	5,042	5,420	10.9	11.7	927	295	2.0	0.6		
North Dakota	85.6	83.3	4,030	1,286	33.2	10.7	158	138	1.3	1.1		
South Dakota	70.4	62.7	534	567	8.2	8.0	260	398	4.0	5.6		
Nebraska	59.3	54.2	5,644	2,768	18.9	9.5	1,577	1,246	5.3	4.3		
Kansas	65.7	59.5	5,424	4,692	39.1	33.8	979	1,205	7.0	8.7		
SOUTH ATLANTIC (Total)	64.1	70.7	25,257	45,048	14.2	25.3	11,030	8,682	6.2	4.9		
Maryland and Delaware	55.3	68.7	11,938	20,259	12.2	20.8	1,578	1,104	1.6	1.1		
District of Columbia	73.9	78.4	1,726	1,859	18.2	19.6	1,755	2,010	18.5	21.2		
Virginia	60.3	60.7	1,737	1,556	12.7	11.3	735	517	5.4	3.8		
West Virginia	80.2	79.4	1,117	1,463	13.6	17.8	804	827	9.8	10.1		
North and South Carolina	77.9	78.5	1,368	8,209	5.5	33.3	307	561	1.2	2.3		
Georgia and Florida	74.9	69.4	7,371	11,702	30.3	47.5	5,851	3,663	24.0	14.9		
SOUTH CENTRAL (Total)	76.9	75.7	62,972	35,186	29.7	16.5	12,424	13,388	5.9	6.3		
Kentucky and Tennessee	72.0	73.1	3,227	4,168	9.2	11.6	1,493	2,295	4.3	6.4		
Alabama and Mississippi	68.5	73.7	1,372	1,529	14.9	16.5	836	813	9.1	8.8		
Arkansas	75.5	72.9	1,796	1,290	13.7	9.8	888	1,165	6.8	8.8		
Louisiana	82.9	78.5	46,902	18,574	52.9	20.7	574	530	0.6	0.6		
Oklahoma	75.2	77.1	4,143	4,009	31.9	31.8	4,785	4,800	36.9	38.0		
Texas	75.2	75.0	5,532	5,616	10.5	10.6	3,848	3,785	7.3	7.2		
MOUN. and PAC. (Total)	67.8	67.8	42,155	40,203	14.4	13.9	20,734	20,417	7.1	7.0		
Idaho and Wyoming	68.2	71.8	181	107	5.1	3.0	382	88	10.7	2.5		
Montana	84.9	86.3	156	717	3.5	16.0	115	236	2.6	5.3		
Arizona and New Mexico	71.2	69.6	501	520	5.7	5.6	396	455	4.5	4.9		
Utah	59.7	62.1	2,396	1,876	32.3	25.3	81	140	1.1	1.9		
Colorado	70.1	70.5	2,300	2,727	11.7	13.3	1,836	1,614	9.0	7.9		
Washington	71.2	70.1	5,151	4,317	17.0	17.7	2,240	2,287	7.4	9.4		
Oregon	61.9	61.3	10,008	9,462	39.9	38.5	9,615	9,827	38.3	40.0		
California	67.8	67.8	21,382	20,477	11.1	10.5	6,069	5,770	3.1	2.9		
TOTALS FOR UNITED STATES	66.7	65.8	456,020	362,093	19.6	15.6	88,713	90,103	3.8	3.9		

(1) Because of the importance of this territory, figures are shown separate from the State total. The figures for December have been revised; those for January are preliminary.

(Concluded from page 14)

pancy average 1,153. In 1931 the average of 1,390.

## December-January

THE Government's table, released on March 22, showing final figures for December 31, 1931, and provisional figures for January 30, 1932, is published on page 16.

The Jan. 31 occupancy, average for entire country, is given as 65.8 per cent, or a drop of 1.9 from the Dec. 31 average. The January 31 figure, 65.8, compares with the previous four years' figures on corresponding dates as follows:

1928 1929 1930 1931 1932  
Jan. 31... 67.6 67.9 74.6 68.9 65.8

During December, 544,733 tons arrived at the reporting warehouses. Of this volume, 456,020 tons, or 83.7 per cent, entered storage, the balance being delivered on arrival. During January the arriving volume totaled 452,196 tons, of which 362,093 tons, or 80.1 per cent, went into storage, the balance being delivered on arrival. This is a drop of 3.6 per cent. This decrease was not shared in two of the divisions, for in the South Atlantic section an increase of 14.5 per cent was reported, and in the Mountain section an increase of 3.5 per

cent. In the other seven sections the decrease was reflected.

The January average, 80.1, compared with the January figures of the four preceding years as follows:

1928 1929 1930 1931 1932  
January ..... 83.3 73.2 74.8 80.1 80.1

New York Wage  
Dispute Ends

AS this issue of *Distribution and Warehousing* goes to press it is announced that the labor wage dispute between the New York group of furniture warehousemen and van owners and their drivers, union members, has been settled. The controversy had been in progress several months.

The announcement of settlement is made by William T. Bostwick, chairman of the general committee handling the situation on behalf of the approximately 180 warehouse and van operators.

Further details will be published next month.

Hearings Early in April  
on Rail Storage Complaint  
Filed by Warehouse Group

HEARINGS in Part 6 of Ex Parte L104 of the Interstate Commerce Commission—the case involving the complaint filed by the Warehousemen's Protective Committee in the effort on the part of a group of independent cold storage and merchandise warehouse companies throughout the country to compel the railroads to discontinue warehousing operations—are expected to be begun on March 8 or March 10 in New York.

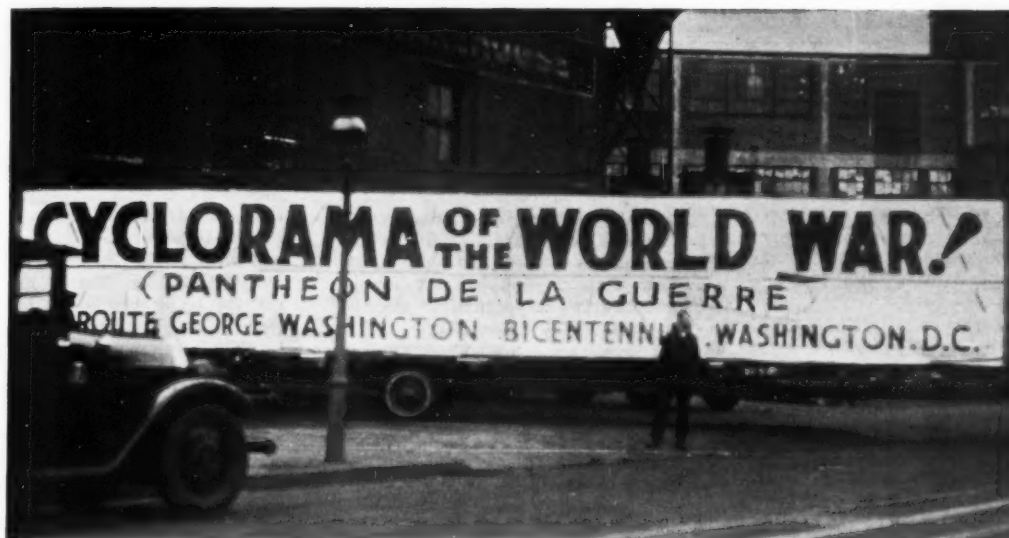
The Chamber of Commerce of the United States, an organization which ante-dates the formation of the United States Government, has consented to the use of its grand ballroom in its building on Liberty Street, and the hearings will be held there. They are expected to extend across ten days or two weeks.

T. A. Adams, Sr., chairman of the Warehousemen's Protective Committee, and president of the Manhattan Refrigerating Co., New York, states that the committee's activities are being amply financed by contributions from the interested warehouse firms, now more than 200 in number. Some of these have joined the movement since discussion of the situation on the floor of the convention of the American Warehousemen's Association at Detroit in January.

When you ship goods to a fellow warehouseman—use the Monthly Directory of Warehouses.

# American Warehouses Store World's Largest Package

Romance and Color  
in Moving



*The famous World War painting outside one of the buildings of the Independent Warehouses, Inc., which safeguarded it for four years*

THE largest single package ever brought across the Atlantic and probably the most bulky one which has ever found its way into a warehouse in the United States is at the moment in the safekeeping of the Guaranty Storage Co., Inc., Washington, D. C., after having lain for four years in storage with the Independent Warehouses, Inc., New York City. Its transferral from Paris to Havre, from Havre to New York, and now from New York to the national capital, were episodes in one of the most romantic and colorful moving jobs in the annals of public warehousing, and next year another chapter will be written, for the package is to be moved on to Chicago, where its contents will be displayed at the Century of Progress Exposition.

The contents are the "Pantheon de la Guerre," an enormous cyclorama of the World War. This cyclorama, the biggest painting ever produced, was made by outstanding French artists during the World War period of 1914-18. For the guidance and inspiration of all peoples and posterity, it presents a correct landscape of the battlefields of France and Belgium as they were lined up during that historic struggle among nations. Of the painting, more later.

The main canvas is 402 feet in circumference, 134 feet in diameter, and

from edge to edge is 48 feet high. At top and bottom are borders for attaching the equipment (unseen by the public when the painting is on display) that holds the canvas in place, leaving 45 feet of actually painted surface in height. When rolled on its special one-piece spindle, placed in its cradle, wrapped in heavy canvas, and then hermetically sealed in a zinc-lined box which is moisture-proof and rat-proof, it weighs twelve and a half tons.

The cyclorama's movement from its home at 148 Rue de Université in Paris was started in 1927. The original plan was to float it down the Seine River from Paris to Havre. But the package, 10½ by 12½ by 55 feet, was too big for any Seine float and would not pass under the river's bridges. French freight cars are smaller than those in the United States, and one could not be found which would accommodate the package. So trucks and trailers were strung together and the shipment traveled overland to the seaport.

At Havre it was discovered that there was not a ship's hatchway big enough to accept the package, nor were the port's winches strong enough to operate. The movers had to hire floating derricks, which hoisted the package to the deck of the SS. Paris of the French line.

After crossing the Atlantic on the

Paris, the cyclorama was installed in Madison Square Garden, New York, and was displayed for eight weeks in the summer of 1927. No doorway was wide enough to permit entrance and it was necessary to punch a hole in the side of Madison Square Garden. And to display it properly it was necessary to build a special floor on the level with the fifth row of seats.

The display ended, the cyclorama went into storage in the Independent Warehouses, Inc.'s, building at 415-427 Greenwich Street. The owners, in France, desired to sell it, and American brokers set out to find a purchaser. Storage charges were going on—at the rate of \$350 a month.

Finally the American brokers contacted a group of New York and Washington showmen headed by the owner of a string of theatres. The group agreed to purchase the cyclorama, and in Washington is erecting, between the Capitol and the Union Station, a special building in which the cyclorama will be displayed—\$1 for adults and 35 cents for children—during the Washington Bicentennial Celebration. This building is to cost about \$80,000.

The next moving job was from New York to Washington. The package was too high to pass through the Holland

(Concluded on page 32)

# Keynote and Highlight

Random Writings  
by the Editor

## Motor Freight and Warehousing

KING Storage Warehouse, Inc., Syracuse, N. Y., has just done something which the firm's president, Ray M. King, nationally known in warehousing—and a man whose judgment the industry respects—had for many months been contemplating. King has entered the motor freight line business.

Under the title "King's Daily Motor Freight Service" the Syracuse warehouse company has established a new department—operation of a motor freight service to Binghamton, Elmira, Ithaca and twenty-five other cities and towns in New York, and to Bradford, Williamsport and other places in Pennsylvania, plus terminal and pick-up connections with various motor freight lines serving Rochester, Buffalo, Watertown, Utica, Albany, New York City and intermediate points. In Binghamton the new King organization has made connection with John B. Southee, Inc., another warehouse firm; and in Elmira with the Rodabaugh Trucking Co.

This motor freight department is the culmination of an idea which Ray King had been dreaming and talking for several years. Long ago he saw some handwriting on the wall—the establishing of motor freight line terminals, potential merchandise warehouse competition for his own storage business unless he himself went into the motor freight line business to forestall successful development of such terminals in his territory. Time and again, in conversations with fellow warehousemen at the industry's conventions, Ray has watched the subject around to motor freight line competition. He has talked rates, routes, policies, problems, with warehousemen who have had experience in motor freighting, and has listened to the theories of others who have scoffed at the possibility that motor freight terminals would ever seriously encroach on the business of established merchandise warehousing.

Then he went back to Syracuse,

separated the wheat from the chaff, studied, worked quietly on his plans—and, may we add, read everything which *Distribution and Warehousing* has been publishing on this subject.

Whereafter Ray reached the decision that the time had come to combat motor freight line competition in central New York before that competition set up in warehousing and took his storage business away from him.

Hence the establishing now of King's Daily Motor Freight Service, enabling Ray to provide shippers with a form of distribution which they are more and more coming to demand. The service in this instance is backed by responsibility—with all the responsibility which a long-founded reputable warehouse organization is in a position to offer. This in itself is a talking point when soliciting shippers for distribution and pool car business.

Motor freight lines which cannot give continued responsibility quickly pass into oblivion and bankruptcy; news of such failures may be found in any newspaper almost any day. When a motor freight line is operated by a warehouse firm supported by a long record of integrity and financial stability, however, the picture changes. It is such an organization that the shipper selects in preference to what may prove to be a fly-by-night line of brief business life.

Ray King has set out to do what Ray Wagner has been attempting in Ohio, "Jack" Weicker in Colorado, Ed Mooney in New England, A. B. Drake in New Jersey, and some others elsewhere—namely, to control the motor freight line business before the motor freight line interests get control of warehousing. Unfortunately for warehousing's protection, the "others" are too few in number—for in this day's paper we learn of numerous motor freight line operators setting up in warehousing, and in tomorrow's paper we shall learn of more doing the same thing.

But probably not in and around Syracuse.

## Advertising Which Is Consulted

DO national distributors consult *Distribution and Warehousing's* advertising when selecting points for distribution? Do traffic and sales managers depend on that advertising and on the annual Warehouse Directory in guiding such selections?

Queries like these are constantly being hurled at our business office and at the editorial staff. They are fair questions, and certainly storage executives are entitled to the correct answer.

In search of that answer the editor recently broadcast a letter of inquiry among the shippers who are on this magazine's subscription list. "Do you use the Directory and the warehouse advertising in regular issues to assist you in making warehouse connections and pool car shipments?" was one question we asked the distributors.

To the interested storage executives may we state that the replies coming in are overwhelmingly in the affirmative. These letters we are keeping on file and they may be consulted at any time by warehousemen. The replies are proof of conclusive character that warehousing's advertising in this business journal is read and consulted by those traffic and sales representatives who have "the say" in choosing warehouses to handle their products.

The responses are from men who have such titles as "general traffic manager," "traffic manager," "superintendent of distribution," "distribution manager," "sales manager," "assistant sales manager," etc., and the products represented include foods, sugar, candies, milk, soaps, furniture, rubber, drugs, medicines, paper and a varied assortment of other goods commonly distributed through warehouses.

"We refer to your latest monthly issue," writes a superintendent of distribution, "so as to make absolutely certain that we have not overlooked any warehouseman who might advertise in your publication. And we always keep on file



the annual Directory, which we use for reference."

A general traffic manager says: "We find your publication of material assistance in the general distribution of our merchandise. Your Directory issue showing warehouse listings is always kept handy for ready reference."

From a traffic manager: "I not only carefully peruse each issue upon its receipt, but do make use of it, particularly of the advertising section. I can unhesitatingly recommend *Distribution and Warehousing*, for I believe it to be a valuable asset to anyone interested in warehousing and distribution and traffic generally."

Says another traffic representative: "Your magazine is of especial benefit to us in locating a warehouse in some city in which we do not ordinarily store."

One traffic manager states that after referring to listings in the Directory he checks "the information therein against advertisements in the last issue of *Distribution and Warehousing*" when making selections.

"When we have need of a warehouse," to quote another traffic manager, "we always refer to the advertisements in your magazine."

An assistant sales manager writes: "We use your publication constantly as a reference book for information concerning warehouses all over the country."

Another traffic representative says his company relies on "DandW" "when making contacts for service in new places" and that "in fact, we would feel lost without the magazine."

"We use *Distribution and Warehousing* in the selection of warehouses for the distribution of pool cars or the maintenance of stock," states another traffic manager. "We know of no other publication which gives us such an unbiased selection and complete information for one who is seeking a warehouse connection."

Another says: "Our experience with warehouses secured through your Directory gives us confidence in selecting warehouses." This firm uses 150 warehouses all over the country.

Still another writes that he consults "DandW" "when it is necessary that we go in the market for inquiries regarding the possibility of opening up or changing any storage location."

"Almost all of our connections with warehouses and transfer companies are," another traffic manager assures us, "made through 'DandW.'"

The foregoing are sample quotations culled from the first batch of replies to the editor's letter of in-

quiry. We think they are convincing.

### "Ear Marks of a Racket"

WHILE ON this same subject we cannot refrain from telling about a traffic manager who doesn't think much of the warehouse method of distribution. He has tried it, and in his opinion finds it lacking. To quote him:

"Our warehouse experience in a central western city and in an eastern city several years ago proved so unsatisfactory that we have never been sold on the warehouse idea and while we know that there is a great deal of merit in connection with the warehousing and distribution situation, we are still using our own warehouses in the different cities where we have branch offices.

"As advised, our experience several years ago was not so satisfactory, as it had all the earmarks of a racket and we have never been so strong for this service."

Here's a new thought, indeed—classing warehousemen as racketeers. This is the voice of a traffic representative who has evidently had disastrous dealings with second-raters in our industry.

Shades of George Lovejoy, Edwin Morton, Jacob Wagner, John L. Newbold, Frank Scobey! Of these and others who builded so constructively before they passed on.

And page the A. W. A. national advertising committee!

### Depression and THE OTHER Judgment

DAY we got a letter from a far western merchandise and household goods storage firm which has been in business since 1896, without having joined one of the industry's trade associations. The company's secretary asked how to go about it to join such an organization with unquestioned "standing and rating in America."

In sending this correspondent the names and addresses of the secretaries of the A. W. A. and the N. F. W. A., we concluded:

"Association membership is essential in the business progress of a warehouse firm, and it is our conviction that you will take the right step by joining these two organizations."

Thirty-five years in business without association benefits and contacts! What's the explanation?

We have just asked a question that we won't undertake to answer, but we'll venture a guess—that the depression has stimulated mental inquiry. For a long time the executives of the company have been reading what the associations have been accomplishing for their mem-

bers, and now the firm's business has fallen off, is our thought, and the executives have a hunch they can get it back by "joining up," and they're probably right.

Which should be a hint to others in our warehouseman-reader-audience who have steered shy of association contact. Get busy and join. You can't lose!

The depression is tough, but business judgment is being awakened and readjusted, and the men who do keen thinking today will come out on top when the slough ends.

### Selling Used Furniture

WHAT CAN the household goods warehouseman do

with furniture which accumulates through delinquent accounts? Our Detroit correspondent writes that J. J. Miller, vice-president and general manager of the Leonard-Detroit Storage Co., has found a solution of this problem—by placing in operation a "second hand" department devoted to the selling of old furniture and other items acquired in one way or another.

Year after year the warehouseman generally always has a small stock of such items. Normally they may represent the only possible source of profit on an individual account; the warehouseman has to take his chances of selling at auction and getting back part or all of the unpaid storage charges.

Bad accounts and abandoned furniture have within the past two years become liabilities of the first degree, in many warehouses, and no longer merely a minor overhead charge. And auctions have not proved so wholly satisfactory as formerly.

The Leonard-Detroit organization, confronted with an accumulation of goods so great as to threaten to destroy all profits if allowed to go on unchecked, recently set aside 15,000 square feet of floor space, in its main building, that otherwise would have been unoccupied because of the business depression. Overhead of the "second hand" department is nonexistent. No special employees are required; the men who run the department are part of the normal labor, called in, when needed, to wait on customers.

Each class of goods is arranged by itself. Customers are allowed to come in and make their own selections. The store has not been extensively advertised but within a few months it has more than paid for itself, according to Mr. Miller.

And, best of all, the prices being obtained are notably higher than under the old auction system.

This looks like a good business tip.

# WHAT'S WHAT IN NEW BUILDINGS

## No. 132

### Union Terminal Warehouse Lincoln, Nebr.

**T**HE new Union Terminal Warehouse which was opened for business early this year in Lincoln, Neb., embodies a number of features in construction and equipment designed to save time and labor which are of interest to the warehousing and distribution industry, especially in inland cities of the Middle West. Established after a careful survey of Lincoln as a distributing center, and containing many of the newest features of several large eastern warehouses as well as original points of construction particularly adapted to local needs, the structure has been laid out so that there is not a foot of wasted area in the entire 215,000 square feet of storage space and the 3000 square feet of office and display rooms.

The building, faced with red brick and trimmed with Bedford stone, departs sufficiently in design from the conventional warehouse to make it an attractive addition to the city's industrial section from the standpoint of appearances. The same attention that has been given to appearances on the exterior is carried out also in the street entrance-ways and offices. Tile is used throughout the entrances and lavatories, while the walls and ceiling of the offices are finished in white plaster, with battleship linoleum for the floors.

A plot of ground 377 by 145 feet is occupied by the three stories and full basement of the structure. The lowest insurance rates obtainable for a public warehouse prevail because of the metal doors and reinforced concrete construction used throughout.

The basement, with a ceiling height of 10 feet 6 inches and a no-limit floor-loading capacity, is served both by elevators and incoming and outgoing truck ramps. So carefully was the building planned that storage is possible under the truck passageway and openings to the docks, which are on the first floor. A 6-foot 3-inch clearance is provided in this region.

The warehouse is in two sections, being entirely cut in half at the center to provide for expansion and contraction of the materials in the building.

The truck docks on the first floor comprise one of the outstanding features of the plant. Inside shipping and receiving platforms extend the length of the building and accommodate 17 trucks. These docks are arranged so as to facilitate to the greatest possible degree the handling of merchandise without congestion, this being made pos-

sible primarily by the saw-tooth construction of the docks. The trucks are backed in at an angle from the main passageway, leaving a clearance of approximately 16 feet for traffic. The unique arrangement makes it possible also to load or deliver goods either from the side or rear of the trucks.

Heavy timbers have been installed on the edge of the docks to cushion the trucks against damage from the substantial steel and concrete floor as they back into place. When the timbers wear out, bolts can be removed and new timbers bolted into place.

Doors to the passageway are opened electrically from the office of the floor superintendent, located in the center of the main floor. From a glass-enclosed cage the superintendent can see the doors and practically the entire floor space of the main floor. Only the area directly behind his office, where the brick elevator shaft intervenes, is not visible from some part of his office.

Three Montgomery elevators with a capacity of 8000 pounds each serve the four floors. A set of scales capable of weigh-

ing up to 5000 pounds has been installed at the side of each elevator. Each elevator is equipped with micro-levelling apparatus, manufactured by the Montgomery company and the General Electric Company at Moline, Ill., assuring a smooth run from the elevator onto the floor. The elevators also are wired so that a man on the top floor, for example, can stand outside the elevator, push a button, and send the elevator down to the basement by itself.

The heating plant is entirely controlled by thermostats. Two Kewanee boilers, one heated by gas and the other by oil, provide heat in event of a breakdown of either of the boilers. This arrangement also effects an economy in fuel by allowing the selection of either of the two heating mediums for active duty in accordance with which fuel happens to be cheaper at the time.

The basement and first and second floors are not heated, but the third floor is provided with thermostatically controlled equipment which gives any temperature desired. Steam-heated coils are cuffed in overhead insulated conduits the length of the floor, the heat being dispensed through three radiator frames equipped with blower-type fans. The offices and display rooms are equipped with the conventional steam radiators.

(Concluded on page 32)



*The office provides ample light and air*

Success Stories

No. 106

Buell G. Miller

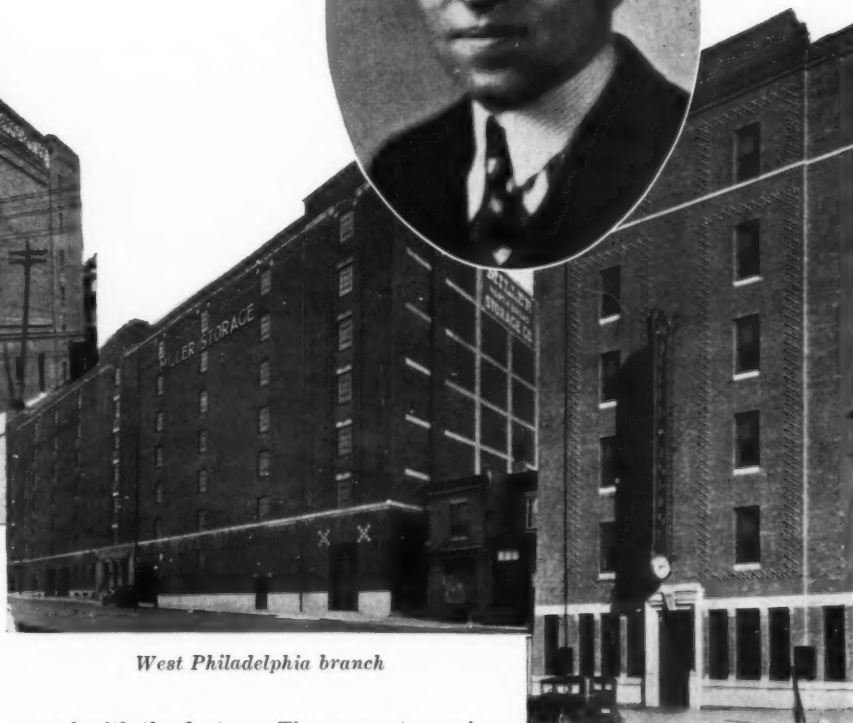
By K. H. LANSING

# Let's Take the Family Album Out of Storage!

In oval, Buell G. Miller, president of the Miller North Broad Storage Co., Philadelphia



The Germantown branch



West Philadelphia branch

THOSE who look at the three big buildings of the Miller North Broad Storage Co., located in as many sections of Philadelphia, cannot fail to be impressed with the fact that they exemplify three outstanding characteristics of the Miller business itself, namely, solidarity, dependability and progressiveness. To Buell G. Miller, the man who guides the destiny of this enterprise, belongs the credit of developing it from a comparatively small yet thoroughly substantial beginning at the hands of his father, the founder, to its present highly efficient status as the largest organization of its kind in Pennsylvania.

The pioneering spirit of the late George M. Miller, who established the business 38 years ago as the North Broad Safe Deposit and Storage Co., housing it first in a small, non-fireproof building on the site of the present main office structure. Broad street above Lehigh avenue, has been carefully preserved and ably carried forward by his son, who has constantly busied himself in applying modern thought and methods in expansion.

The present president and treasurer of the company received his baptism in the business when he was only 18. Since early boyhood he had hopes and dreams of going through high school and college and entering one of the professions, being then, as now, studiously inclined. But his father becoming critically ill with pneumonia, it was incumbent upon young Miller to seize the helm and conduct the business throughout the period of his father's illness. This he did with much credit to himself. He carefully studied plans of management and would make his decisions at night at he lay on his couch. He had been told that

Miller household goods warehouse in which the main office is located. Neon vertical sign and clock, each of double-faced type, recently installed. Illuminated at night, this sign is 33 feet 6 inches high

(Concluded on page 48)



# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## Corporation Officer's Liability on Contract

**G**ENERALLY speaking, a corporation officer is not liable on contracts signed for the corporation if the form of the signature indicates conclusively that it was intended to bind the corporation.

For instance, in the recent case of *Herbert H. Pape, Inc., v. Finch*, 136 So. 496, suit was filed against the president and secretary of a storage company to collect payment of a promissory note for the sum of \$17,500, payable on or before one year after date, with interest at the rate of 8 per cent *per annum* from date. The note was signed "Broad Albin Storage Company, by Henry C. Finch, president, Millicent M. Finch, secretary," and payable to the order of Herbert H. Pape, Inc.

In holding the two executives not personally liable for payment of this note, the Court stated the following important law:

"Where signatures of individuals appearing immediately under the name of a corporation on an instrument are preceded by the word 'By' and followed by the words 'President' and 'Secretary,' respectively, such words indicate that the parties signed in a representative capacity, and the individuals so signing are not liable on the instrument, if they were duly authorized."

## Bailee Entitled to Full Damages

**T**HE law is well established that a bailee may sue in his own name and recover any and all damages resulting to stored goods through negligence of third parties.

The reason why recovery by a warehouseman, or other bailee, is not confined to the amount of damages to his own particular interest in the property, committed to his care, was originally based on the theory that in case of the loss of stored property the warehouseman was bound to account to the real owner for its value, though there was no fault whatever on his part. This rule of the law is applicable with respect to all bailees.

For example, in the recent case of *Terry v. Pennsylvania*, 156 Atl. 787, it was shown that a broker delivered to a railway company certain merchandise which was damaged as a result of negligence by railway employees. The broker filed suit against the railway

company to recover full value of the destroyed merchandise.

It was contended by the counsel for the railway that as the broker's interest in the shipment amounted to only a small commission he should not be entitled to recover the value of the full damage.

However, it is important to know that the higher Court held the broker entitled to recover a judgment for the full amount of damages, and said:

"The same general rule is also applied to an action by a common carrier when property in its possession is damaged or destroyed by a negligent third person. . . . It seems clear that bailees such as the plaintiff can now sue for the recovery of any and all damages resulting from the negligent act of a third person whether the property committed to their charge be lost or merely damaged."

## Your Legal Problems

**M**R. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

## An Owner Collects Both Insurance and Damages

**A**NOTHER important point of law is that although the owner of stored goods collects insurance from an insurance company for the value of merchandise destroyed, as a result of a warehouseman's negligence, the owner also may sue and recover damages from the warehouseman. So held a higher Court in the recent and leading case of *Wells v. Thomas W. Garland, Inc.*, 39 S. W. (2d) 409.

The facts of the case are undisputed and show that the owner of a fur coat valued at \$750 delivered it to a warehouseman for storage and in return received a receipt placing the value of the coat at \$500 and noting charges in the sum of \$25. The receipt or contract contained the following language:

"Guaranteed Against Loss or Damage by Fire, Theft, Sprinklers, or

Moths. In event of Damage only, caused by Fire, the undersigned will only be liable in the sum allowed them by Insurance Companies covering said property."

The warehouseman obtained an insurance policy protecting the coat against damage by fire. Later the warehouse caught fire and the coat was completely destroyed. The warehouseman attempted to avoid liability on the ground that it had obtained an insurance policy to protect it against loss from this source. However, it is important to know that the higher Court held that, although the owner of the coat had recovered insurance for loss of the garment, he was entitled also to recover damages from the warehouseman inasmuch as the warehouse receipt stated that the warehouseman would obtain insurance against damage only to the coat by fire. This Court said:

"We think the contract must reasonably be construed to mean that defendant [warehouseman] undertook to insure plaintiff [owner] against the loss of, or damage to, the coat by fire, theft, sprinklers, or moths, subject to the limitation that in the event of damage only—that is, in the event of anything less than the complete destruction of the coat, caused by fire—the liability of defendant to plaintiff would be measured by the amount recovered by it from its own insurance companies upon such item. . . . One who is to be held to indemnity for his own wrong or breach of legal duty will not be heard to ask that the damages otherwise recoverable from him be mitigated to the extent of the insurance collected by the injured party. . . . Consequently, we are of the opinion that defendant [warehouseman] is in no position to ask that the damages for which it is liable be offset by the insurance money collected by plaintiff, even if payment has been made to him under his policy."

## Note Valid When Given on a Debt

**I**T is well established law that a properly signed and dated note is considered legal and enforceable, unless a debtor proves that the same is invalid. Another important point of the law is that a note given on any debt is valid and enforceable, notwithstanding the fact that the debt was contracted a considerable period before the note was issued.

For illustration, in *Lucas E. Moore &*

*Co. v. Hursey Co.*, 137 So. 630, it was disclosed that a transportation company owed \$500. The debt became past due and the creditor requested the transportation company to give its note for the amount of the debt.

Later, when the creditor filed suit to collect payment on the note, the transportation company contended that the note was invalid because it was given on pre-existing debt, and not valid consideration. However, the higher Court held the note valid and enforceable, saying:

"It is shown, and not disputed, that this note was given in part payment of the account and that the account was credited up to the amount of the note. This pre-existing obligation of the defendant [transportation company] constituted a legal consideration for the note which embodied a valid binding obligation."

### Rail Operation of Motor Trucks

IT is interesting to observe that in the recent case of *New York Cent. R. Co. v. Public Utilities Commission*, 175 N. E. 596, a higher Court held that in deciding whether a railway company is entitled to a certificate to operate motor trucks the Public Utilities Commission should solely consider whether such additional service will be beneficial to the public.

In this case it was shown that the New York Central Railroad Company filed with Ohio's Public Utilities Commission an application for a certificate of convenience and necessity to operate motor vehicles for the transportation of freight over a regular route between Cleveland, Toledo and Danbury, Ohio.

Although other owners of trucks had received certificates and were operating motor truck lines between these points, counsel for the railroad contended that the latter should be granted a certificate for operating its trucks because its trucking operations would be confined to the movement between stations, on its own line, where merchandise is received and delivered, and that such operation involves no pick-up or delivery service and is thus made a mere substitute for a more costly local freight train service. Also, it was pointed out that the proposed new route would not be in competition with the business of any existing motor transportation line, for the reason that if this freight were not hauled by trucks by the railroad it would be carried by its freight trains.

Notwithstanding this argument, the higher Court sustained the decision of the Commission refusing to grant the certificate, and said:

"The test of public convenience and necessity must be applied whether the applicant for a certificate to transport freight over the public highways of the State is a railroad company seeking to inaugurate so-called supplemental freight service over the public highways, or an

exclusively motor transportation company. The rule to be applied under existing statutes is the same and must be uniformly and universally applied and enforced. The best interests of and the most efficient services to the public do not require a greater number of motor trucks upon the highways of the State than are necessary to supply the public need for such transportation. The public benefit and not private benefit is of first and foremost importance. . . . The rights and interests of the public are paramount."

### Legal Custody May Be Implied

GENERALLY speaking, a warehouseman who has not accepted legal custody of goods cannot be held liable for loss or damage to such goods. However, it is important to know that circumstances may exist under which a Court will imply that a warehouseman has legal custody.

For instance, in the late case of *Galveston Co. v. American Co.*, 36 S. W. (2d) 985, it was shown that a shipment of merchandise was destroyed by fire while on a dock owned by a wharf company. The testimony disclosed that a steamship company had deposited the goods on the dock, although the wharf company had not actually accepted delivery.

Further testimony disclosed that the steamship company had unloaded other shipments on the dock and that during the day all of these shipments except the destroyed shipment were taken possession of by the wharf company. In view of the fact that the wharf company had taken possession of all the merchandise excepting one shipment, and did not notify the steamship company of this fact, the Court held the wharf company liable, and said:

"In whose possession was the shipment of goods at the time of the fire? . . . Was the wharf company a common carrier as defined by law, and liable for the shipment destroyed by fire? . . . It would be illogical to hold that the wharf company was merely the agent of the railway company and therefore not liable for the value of the shipment of goods destroyed by fire while in its possession. Logically it follows that the wharf company would be liable for the value of the shipment destroyed by fire."

### When Carrier Selects Route

CONSIDERABLE controversy has existed from time to time as to whether a carrier has legal option to select the longer of two routes over which a shipment shall be made, providing the rate is the same.

In the late case of *Great Northern Ry. Co. v. Delmar*, 51 S. Ct. 579, the Supreme Court of the United States held that a railway company, or other common carrier, does not have a legal

option of transporting merchandise over a longer of two possible routes, but it is required to pay the tariff rate plus the proportional rate when it is shown that the rate to intermediate destinations of the longer route is greater than the through rate from the point of shipment.

In this case it was disclosed that a railway company, instead of routing shipment over a short route, selected the longer route, which involved passage through congested railroad terminals in a city where incidental traffic difficulties and delays were encountered which would not have been encountered had the short route been selected. The difference between the two routes in mileage varied about 15 per cent. The carrier collected its local rates from origin points to the terminal, plus a proportional rate of 6.5 cents beyond. The combinations of rates so charged were higher than the through rates specified in the tariffs from these points to a place of destination.

In holding that the short route should have been utilized, the Court said:

"The railway maintains that in the circumstances here presented the tariff may not be so construed as to render the specified through rate applicable to shipments by way of Minneapolis. This would be contrary to established custom, and would occasion violation of the long and short haul clause of the interstate commerce Act. The Commission has repeatedly decided that, where two or more routes are 'open,' which means that in the judgment of the Commission none of them is unreasonably circuitous, the shipper has the option as to route, at the quoted rate, in the absence of a contrary statement in the tariff. . . . In this situation we think the tariff should be construed as applying only to the shorter route, and not as giving the shipper the option between the two routes at the through rate. This conclusion is in accord with the principle that, where two constructions of a written contract are possible, preference will be given to that which does not result in violation of law."

### Legal Status of Search Warrant

IT is well established law that unless a search warrant is properly written and based on actual facts the higher Court will reverse a judgment rendered against a person who is found "guilty" on charges relative to possession of stolen goods.

For example, in the late case of *People v. Sovetsky*, 175 N. E. 844, it was disclosed that an employee of the Marks Express & Teaming Co. drove a truck, from the company's warehouse in Chicago, loaded with merchandise collected from a number of shippers and consigned to various merchants in the city. Four men jumped from an automobile standing at the curb, approached the truck and, pointing a revolver at the employee, commanded him to drive the truck into an alley. The employee

obeyed and was then ordered to enter the automobile. As he was taken from the scene of the crime he observed that the truck was driven east. Immediately after he was released he reported the loss to one of his employers.

Later it was believed that the goods were located, and a search warrant was issued giving the supposed location and it was believed that the "goods and chattels or a portion thereof are now concealed in the first, second floors and basement of a building, and the garage in the rear, at [street address designated] in Chicago," and that the reason for this belief was that "reliable information that the above described property was concealed in the above described premises" had been received.

In the complaint made by the warehouseman, and in the search warrant issued upon that complaint, the property to be seized was described as one bale heavy brown overcoating woolens, five electric irons, and "other articles of merchandise too numerous to mention."

In holding the search warrant not sufficient to justify a search of the property, and in holding the person accused of receiving the stolen goods not guilty, under the circumstances, the Court said:

"No search warrant shall be issued unless the judge has first been furnished with facts under oath—not suspicions, beliefs or surmises, but facts which, when the law is properly applied to them, tend to establish the necessary legal conclusion, or facts, which, when the law is properly applied to them, tend to establish probable cause for believing that the legal conclusion is right. The inviolability of the accused's home is to be determined by the facts, not by rumor, suspicion, or guesswork. . . . The goods to be seized under a search warrant must be described with such certainty that they may be identified and with such particularity that the officer charged with the execution of the warrant will be left with no discretion respecting the property to be taken. . . . Manifestly, the description 'other articles of merchandise too numerous to mention' was not a compliance with the constitutional requirement."

### **Silence Not Construed as Necessarily Consent**

**U**NDER certain circumstances silence on the part of a warehouseman may result in a Court holding that he consented to a proposition submitted and to which he failed to answer. However, under ordinary circumstances, silence does not indicate anything.

For illustration, in the late case of *Whorley v. Patton-Kjose Co.*, 5 P. (2d) 210, it was shown that a warehouseman received a letter to which he failed to make reply. Later it was contended that silence, or his failure to answer, was a legal consent to the proposition or offer submitted in the letter.

In refusing to uphold this contention, the Court said:

"The mere fact that a person received a letter containing false statements of fact does not impose upon him an obligation to reply or to protest the falsity of the statement, and the omission to answer such a letter has no probative value as tending to show an admission of the matters stated."

### **Conditional Contract Superseded Mortgage**

**I**T is well known that a seller of merchandise may legally specify in the sales contract that the title to such merchandise remains in the seller until paid for by the purchaser. If this contract is recorded it may supersede a subsequent mortgage.

For instance, in the late case of *Dauch v. Ginsburg*, 297 Pac. 66, it was shown that a seller entered into a conditional contract of sale with a purchaser. By the terms of this contract the seller retained title to the goods until fully paid for by the purchaser.

Subsequently litigation developed between the holder of a mortgage and the seller of the goods. The holder of the mortgage contended the mortgage was prior because he had no knowledge of the conditional contract of sale. Notwithstanding this argument, the higher Court held the seller's rights prior, and said:

"The owner of personal property has the right to make an agreement to sell the same and deliver possession thereof to the buyer, upon the condition that the title thereto shall nevertheless remain in the seller until the price agreed on has been fully paid and the title so withheld by the owner until full payment be superior to that of a subsequent mortgage or purchase of such personal property from the buyer, even if such subsequent mortgage or purchase was made without knowledge or notice of the reservation of title and paid full value for the property."

### **Receiver's Power Defined by Court**

**A** RECEIVER appointed for a motor truck transportation line operating as a common carrier in interstate commerce has authority to operate the business of the company throughout the Federal Court circuit in which he is appointed, District Court Judge Ernest A. O'Brien, Detroit, decided on March 10 in an opinion handed down in the case of *Interstate Motor Freight Corp.*

The opinion following a hearing on petition by the receiver, John F. Ivory, president of the John F. Ivory Storage Co., Inc., asking for instructions regarding his duty with respect to the Ohio as-

**When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.**

sets of the Interstate. Mr. Ivory had been appointed by Judge O'Brien, and the question involved was whether Mr. Ivory's authority was limited to the Federal Court district in which the appointment was made, or to the circuit.

This was said to be the first case of its kind to come before the Detroit District Court.

### **Space Allocated by an Agreement**

**L**EGAL EDITOR, *Distribution and Warehousing*: Upon request of a customer we allocated 21,000 square feet of floor space for the storage of 7500 bales of cotton. It was understood at the time request was made for space that 7500 bales would be placed in storage, but we were to receive a stipulated amount for each bale per month.

During the first month only 3000 bales were placed in the warehouse. Have we the right to invoice this party for the maximum amount of 7500 bales for the first month?—*Independent Warehouse Company, Inc.*

Answer: If, when the agreement was made, your customer agreed to pay for 21,000 square feet of floor space, or agreed that you allot this amount of space for storage of cotton, then you are entitled to recover for this amount of space required to store 7500 bales of cotton, although during the first month only 3000 bales were placed in the warehouse.

Of course, if the customer agreed to pay only a stipulated amount per bale, without authorizing you to allot 21,000 square feet of floor space, or without agreeing to pay for this quantity of space, you cannot recover payment for the same.

In a contract of this nature the controlling factor is whether in the original agreement both contracting parties understood that 21,000 square feet of floor space was to be allocated and held over for storage of cotton. If so, the customer is liable for full payment; otherwise he is liable only for the number of bales actually stored.

### **Newark Firm Buys**

Carl Gerdau of New York has sold the two-story frame factory building on a plot 200 by 75 feet at 234-48 Colden Street, northwest corner of Fremont Street, Jersey City, N. J., to the Public Warehouse Corporation of 60 Park Place, Newark. The buyer gave the seller a mortgage for \$25,000 in part payment.

### **Carroll Leases Plant**

The Trowbridge Storage Warehouse, Columbus, Ohio, has been leased by the proprietor, Jay Trowbridge, who established the business forty years ago, to a son-in-law, Paul R. Carroll, who assumed active charge on March 1. Mr. Carroll was formerly identified with the lumber business in Columbus.



H. A. HARING'S

# Developing New Business for Warehouses

No. 77

Contractors'  
Items

THE primary income of the warehouse is the revenue from storing goods. This item does not, however, cover the total income. For, as secondary sources are handling and trucking, which all houses do, and there are such irregular sources as providing heat and light and power, furnishing labor for repackaging and for manipulation of merchandise within the house.

The most profitable warehouses seem to be those which enjoy a diversity of income. Time after time has an experienced warehouseman remarked to me something of this sort:

"No location is perfect. No matter where you build the house, the city will have some customers who find it inconvenient and who will patronize a competitor because he has a better location—better, that is, for them. And no one kind of building is best for all purposes. Several buildings, of different construction and offering space of less value and less protection, sometimes meet the demand better than a modern one with every convenience."

To that feeling I would, from observation of the industry, add:

"Watch out not to slip into ruts. Unless your house is highly specialized, turn your thoughts occasionally to the old woman who put all her eggs into one basket."

A specialized house deliberately concentrates its efforts upon one commodity or one type of goods, as a tobacco or coffee or cotton warehouse; a flour or rice

or broomcorn house; a warehouse at a port city or a transit house for bulk goods in an interior city; an implement storage at such a market as Huntington or Knoxville, Council Bluffs or El Paso, Ogden or Billings; or an automobile "storager" in Detroit or Los Angeles. But the ordinary warehouseman knows little of specialization. He takes into store what happens to come along, which means that his space is principally filled with packaged goods for grocery and drug stores, hardware and chain stores. He may have one of the refrigerator makers as an "account" or a linoleum plant or an insulating board mill, but chiefly he handles those faster-moving commodities of daily consumption by a hundred and twenty million people.

Often, while showing a guest through his house, such a warehouseman will point out some lot of goods and remark:

"Here's a queer thing to find in a warehouse. They came to us quite by accident." Then he relates the circumstances. "They're a local concern who've built up a nice little business, and they're keeping down their overhead. About once a week they'll take on every man we have about the place for one day's work, and the day will run far into the night. They pay us well, time-and-a-half for overtime and for Sundays and all that, but they save money by it. It's the very best account we have in the house for profits. Wish we had twenty of them."

FOR the present we shall consider only one group of such "accounts." It will be our purpose to take up others at another time.

The ones just now uppermost in mind are a few rather unusual items used by contractors, mostly in demand at such irregular times that a contractor is not justified in owning the equipment, but profits most by leasing it from the manufacturer for a short time and then returning it. Many devices of this class, as a matter of fact, are not for sale to the contractor. The maker puts them out only on lease, much as shoe machinery is marketed. The manufacturer owns the equipment all the time, deriving his income by collecting a so-called "royalty" upon the quantity of material which the contractor "runs through." This "royalty" will be computed on yardage or tonnage or some like basis.

A familiar illustration is the collapsible steel inside casing used as "forms" for concrete work of large tunnels.

A city's trunk line sewer, San Fran-

cisco's water line from Hetch Hetchy, or Los Angeles' similar one from the mountains 200 miles away, New York City's great aqueduct to bring Catskill water 120 miles to the city—these are famous examples. Your own city, however, furnishes others, as when a brook which meanders across the city is jacketed within a tunnel in order to create building sites, or when an eight-foot main sewer is built. The construction of a subway system, or one of the great tunnels beneath the Hudson River, calls forth a striking example.

The vehicular tunnels, or those of the railroads, in and about New York are twenty feet and more in diameter. New York's aqueduct, which is at places more than a thousand feet underground and at one place crosses the Hudson River thirteen hundred feet beneath the placid surface of that stream, is seventeen feet inside diameter—so huge that when an inspection is to be made the flowing water is allowed to drop about half way down and the inspectors go about in a sixteen-foot motor launch!

Examples of size might be multiplied. The trunk-line sewer of your own city is quite large enough to show why the usual "forms" of pine boards are out of the question. The labor of setting up "forms" of lumber would be too costly. Moreover, for huge weights of concrete such as required for these large diameters, timbering could hardly be erected rigid enough to support the pressure without warping. If it does warp, the tunnel is imperfect and will not be "accepted" by the engineering department.

To overcome this difficulty, invention has given us several patented brands of collapsible steel inside casing. These are of heavy sheet steel, a half-inch and thicker, shaped at the mill and cut into plates six or eight or ten feet square. They are shipped knocked-down and nested, and, at the job, are easily bolted together into a "form" of the desired diameter. After the concrete has set, the inside casing is removed by loosening the bolts, dragged ahead to the next section of the work, and re-used.

All makers of such devices, as I understand, lease at a given rate per running foot of tunnel. The contractor who might purchase enough of the inside casing for a big contract would, upon completion, have left on his hands a useless lot of costly steel. He is better off to pay a "royalty"—even though it be a stiff one—for the work actually done than to tie up capital where it may never again be required.

This is but one illustration.

#### Other Items

ONE much like it is the similar forms used by telephone and telegraph companies for building the "manholes" along their lines where the wires are laid underground. Either for an underground line on a city street or for one of their new transcontinental long-distance services these companies will be actively at work one place this year and far away at another next year. For their long-distance lines work will be in progress over a wide area in spots where each "construction gang" works to connect up with the two at each end of its "section."

Yet another example may be found in jacks for heavy work. Lift jacks, shoring jacks, together with less familiar heavy equipment, are used only infrequently in any city. They are extremely expensive tools for the contractor to own.

And, if he does invest in them, he engulfs himself in the woes of "lending" to others for occasional jobs. He is, however, saved the trouble, because the manufacturers meet the situation in their own way. They let out the tools, on a scheduled basis, for each contract. The contractor returns them when he is through using.

Here is another illustration.

I have recently been told that a concern is about to come into the market with "circus seats." These are constructed on steel frames rather than of timber. They are to be leased for bleachers and similar emergency seating at athletic contests, picnics, barbecues, etc. They may be set up over the sidewalk as "grand stands" for parades and carnivals. By a clever device, which is patented or to be patented, the seats will have a comfortable back-rest as well as a foot-rest in front.

Yet another for the contractor.

In road building, especially where concrete is used, some sort of provision must be made for expansion and contraction of the roadbed. To meet this, we have a handful of patented devices generally spoken of as "expansion joints." They are of many materials, but usually a strip of steel is the foundation.

When a road is to be built the makers of these "expansion joints" ship them in carloads, cut to mill lengths. With some brands, the steel and the cushioning material are separately shipped from different mills and "assembled" near the work. In any case, it is necessary to cut the "joints" somewhere near the work, because it would be too expensive to blue print a mile of roadway

and specify to an inch the length of every "joint." A curve or a slight change in level makes the difference of two or three inches in length of the "joint" and there are many spots where a dozen short lengths must be substituted for one twenty-foot piece.

If this product were used only for new construction of open roads, the manufacturer's problem would be simple. He would make factory shipments for each job. But it is not so plain sailing as that. It is necessary to have "joints" conveniently available for repairs on the road. These repairs occur almost every week—as where an accident occurs; where high water washes out a stretch; where the trolley line lays

#### Next Month:

**H**OW and why the county farm bureau is a local organization which often controls storage accounts which should be profitable to public warehouses is the theme of Mr. Haring's "New Business" article to appear in the May issue.

And in the June number the author will point out another potential account—burial vaults; forty-one warehouses have reported this one commodity to him as having come to them during 1931 for storage!

new ties or rails; where a sewer connection is put in; where the gas line develops a leak and must be torn up; where a farmer's tractor tears up a piece of the pavement, etc.

Therefore, the manufacturer or his jobber requires right at hand a stock of "joints" which must be cut to length to fit any need. To await factory shipment is out of the question, and, indeed, it is customary when writing the specifications for a paving job to require that the maker of this patented device shall make due provision for continually servicing the installation.

One more.

The pine board as "form" for pouring concrete has many rivals. To set up the boards and tear them down, remove nails and recondition for the next placement create a mounting labor charge.

Among the substitutes is the use of insulating board, pressed to unusual strength at the mill. At least one of the principal makers of insulating board has an architectural and engineering division which contracts to prepare and set up "forms" for concrete pouring. Their competitors are sure to follow. Here, then, is another item of contracting which will require spot stocks and, for each job, a manipulation of the product.

Another item of contractors' use would be found in heavy wire cables and ropes, manufactured in innumerable di-

ameters and yet more variety of "strand" and "winding" to fit diverse strains and tensions. Wherever factories are found there also will be found a demand for cables. They must be stored where it is dry. The reels are awkward to handle, they weight tons and tons, and, for uncoiling and shearing off, special racks and tools are necessary. They fit perfectly into a warehouse with ample ground floor or basement space, especially for the reason that the weights are often too great for the permissible floor-load of upper stories of the house.

But here I shall quit. No more examples will be named. There must be, also, many that have not come under my eye, both in the warehouses and outside.

#### The Opportunity

**E**ACH product of this character, for use of contractors, displays several things in common.

Each requires spot stocks. Each involves more or less manipulation by workmen before leaving the house. Many of them—those let out under leasing arrangements—require also manipulation after return to the house. They must be cleaned up, the damages of use and abuse made good. They must be reconditioned for next trip out.

Each of them has very irregular activity. Some customer may want a truckload of the equipment for six months, or only for a week, and then for another six months the entire lot may stand on the warehouse floor gathering dust. Such items as "expansion joints" and "forms" for concrete, either steel or insulating board, will have periods of feverish activity alternated with quiet spells.

Each of them, too, is for use by contractors.

Contractors use a saying like this:

"The money's made in laying out the work." Careful planning, in a word, is the secret of profits. Haphazard employment of the working force, on the job, is ruinously costly—as, indeed, anyone can observe for himself as he stumbles on jobs in process.

These men have learned, therefore, that the less of their work done out in the open, "out on the job," as they put it, the lower the cost of finishing the contract. Outside they contend with weather interference, with traffic interruptions, with a thousand things to distract men's minds from the work. Most of all do they face the problem of supervising scattered groups of men. Even foremen fail to hold men up to such continuous labor as is possible inside.

The more of their work they can bring under a roof, the better off they are. Much of what we have called "manipulation" in the warehouse falls within this category. The "expansion joint," which is cut to length and assembled inside, costs less per yard than the same product handled out in the open; weather stripping cut and fitted at the warehouse costs less to install than

(Concluded on page 32)

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# MOTOR FREIGHT and

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## Truck-Rail Competition Mileage Limits

Comparative Costs on  
Handling Freight

**A**MONG the causes of the loss of rail traffic to the highways are packing restrictions, incomplete movement, fixed schedules, terminal delays and complex classification, and rate structures.

The fact that many railroads have been slow to coordinate aggressively their facilities with those of road transportation has permitted a vast system of inter-city motor transport to be developed successfully.

Motor freight service has advanced because of various other causes. Among these are:

1. Demands for better service due to keener industrial competition.
  2. Efforts to reduce expenses commensurate with good service.
  3. Maintenance of lower inventories.
- The "through movement" for the large majority of shippers by rail involves collection and delivery to and from the rails. Inter-city motor freight service rates are approximately commensurate with rail l.c.l. charges, and under reasonably well organized conditions permit a satisfactory profit.

The foregoing facts mean that the cost to the shipper by rail for the "through movement" amounts to the rail rate plus the cost of collection and delivery, while the cost by truck approximates the rail charge and eliminates the charge for collection and delivery. The cost to the shipper for a distance of 100 miles is more than 50 per cent greater by rail than by truck.

It is obvious, therefore, that the choice of the shipper rests in ever-increasing volume with the highway carrier. With lower packing costs and simpler classification, the trend has been definitely away from the railroad.

According to studies made by F. J. Scarr, of the Scarr Transportation Service, New York, approximately 75 per cent of all l.c.l. and adaptable l.c. freight

moving within a distance of 200 miles is now transported by motor truck. This percentage is greater for shorter distances and for particular conditions.

A chart prepared by Mr. Scarr, and reproduced on the opposite page, shows in "cents per hundredweight" the comparative cost of handling freight for various distances, and by various means,

organized conditions and rendering "complete service."

- C. Five-ton truck.
- D. Five-ton truck and trailer.
- E. Tractor, semi-trailer and trailer.

Characteristic of these costs are high terminal costs and low line-haul costs for the railway methods, causing the curves to mount slowly with distance. The highway vehicles, having lower terminal costs, start below the rail costs, but mount much more rapidly with distance, because of higher line-haul costs, and intersect the rail curves at theoretically equal competitive points.

These costs indicate the points of economic competition. Below 110 miles it is more economical to use the 5-ton motor truck than the "Coordinated Car" rail method, while for the "Container Car" this point is about 70 miles. The 5-ton truck and trailer cost less than the "Coordinated Car" below 195 miles and less than the "Container Car" for distances below 130 miles. The tractor, semi-trailer and trailer, when well organized, compete favorably with present rail methods for distances well beyond those shown on the chart and with the "Container Car" method up to about 220 miles.

Considering average l.c.l. rates as applicable to both rail and truck, which are erroneous only to the extent that the motor truck avoids the lower classifications, the truck can operate profitably up to 60 miles, the truck and trailer up to 150 miles, and the tractor, semi-trailer and trailer almost indefinitely. The "Coordinated Car" does not begin to pay until about 270 miles, while the "Container Car" begins to pay at about 110 miles. Considering rail costs on the "out of pocket" basis only, these mileages can be reduced to 65 and 30 respectively.

The accompanying chart was used by Mr. Scarr in a recent address before

### Some Seasonal Suggestions

1. It is a good plan to change spark plugs and ignition wiring every 10,000 miles.
2. The radiator hose may appear right on the outside—but may be causing over-heating trouble through flaking on the inside.
3. An ounce of prevention now, through easy adjustments, may save the cost of a major overhaul later on. Inspect regularly.
4. Now is the time to change the winter lubricants.
5. Radiator flushing at periodical intervals will keep the cooling system free of scale, sludge and rust. They cause over-heating and sometimes expensive radiator repairs.

from the shipper's door to that of the consignee. These means are:

A. "Coordinated Car"—meaning an organized collection and delivery service cooperating fully with the present rail methods, but with improved service.

B. "Container Car"—meaning an organized and a complete service utilizing containers or interchangeable truck bodies.

These are compared with motor truck costs operating under reasonably well

# TRANSPORTATION

by F. Eugene Spooner

the Transportation Club of Toronto. In his talk Mr. Scarr emphasized that many aggressive and intelligent efforts had been made by the railways to effect coordinated truck and rail facilities, and in that connection he showed that in 1931 some 2500 additional motor trucks had been placed in service. These are in use directly or indirectly by some 85 carriers.

As an example of coordination, reference was made to the Pennsylvania Railroad. This road has placed the motor truck in pedler train substitution, its growth in this type of service amounting to 49 routes, covering 1770 route miles daily and saving approximately \$1,335,000 annually.

This railroad is using also the coordinated demountable truck body plan, having started such service in November, 1931.

## Fixed Charges and Good Despatching

WHEN it is considered that of every dollar spent in motor haulage service about 45 cents goes for fixed charges, the importance of keeping each vehicle busy the maximum time in payload work becomes strikingly apparent.

The trucking dollar, according to a recent survey, is apportioned as follows:

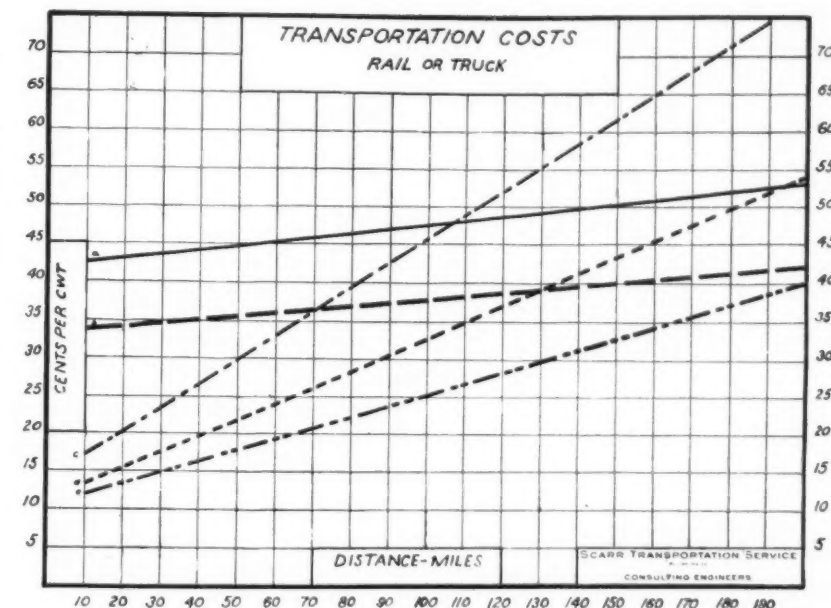
FIXED CHARGES		Cents
Insurance .....		3.00
Interest .....		9.20
Depreciation .....		27.20
Garage .....		4.70
		44.10
OTHER EXPENSES		
Maintenance .....		29.60
Gasoline .....		15.00
Lubricants .....		1.80
Tires .....		9.50
		55.90

Good despatching recognizes the fact that idle time is costly and that mileage wasted in non-payload operation is equally expensive.

Trucks standing idle at the platform in the morning waiting for loads that could have been placed thereon during the night represent one form of wasted time which few haulers can afford to overlook.

Similarly, aimless routing of deliveries making necessary wasteful coverage of a territory is a profit-taker.

By instructing the drivers to keep in touch with the office by telephone regularly throughout the day, not only will



the office be able to keep track of each truck's work, but will be in a position also to instruct the drivers on necessary pickups that must be made along their routes. This is an important phase in despatching because it manifestly cuts down operating costs through the elimination of additional trucking service and moreover makes those trucks on their routes more profitable because of the return loads.

## Commission Ruling Attacked

The Western Motor Transport Co., Toledo, has filed a suit in the Ohio Supreme Court challenging the decision of the Ohio Public Utilities Commission refusing to grant the plaintiff a certificate to operate in interstate traffic on the ground of highway congestion.

The plaintiff contends that the Commission is without right to deny a certificate to an interstate trucker, and also that highway congestion has not been proved.

The outcome of this action will importantly affect trucking operations through Ohio.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

## Wheel Alignment, Brakes and Tires

AMONG the many items to check this spring, brakes and tires are two of the outstanding in importance. Strange to say, however, many operators fail to realize that in the adjustment of brakes and the mounting of new tires they should inspect also the wheels for correct alignment. All three of these items are closely related because each has a bearing on the successful operation of the others.

For example, it is important, especially in front wheel tire mountings, that the brakes on those wheels are equalized. Otherwise, skidding is apt to occur and uneven wear will result. Conversely, equalized brakes are not apt to give correct results when unmated tire treads are used. Braking efficiency is greatly hampered when a new tire is used on one wheel while one with a completely worn tread is used on the other.

Wheel alignment has an important bearing on the question of tire life. When the wheels are out of alignment, more wear will be exerted on the tires on one side than on the other. It is therefore necessary for safety and long mileage life that all new tire mountings be accompanied by an alignment check.

### California Certificated Carriers Urge Commission to Regulate All Operators

LACK of regulation of contract motor carriers in California was the cause of the "grievous situation" with which the certificated carriers found themselves, it was declared by witnesses for the certificated operators at the recent investigation by the California State Railroad Commission into freight transportation conditions.

This situation, the witnesses asserted, according to a review of the hearing issued by the Commission at San Francisco on March 14, was due not to the business depression, but to "ruinous rate cutting" by unregulated truck operators, to a lack of responsibility upon their part in the proper care of goods entrusted to them, and to forcing their drivers to work for such prolonged and continuous hours that their presence on the highways constitutes a serious menace to other traffic on the roads.

Motor carriers under the jurisdiction of the Railroad Commission, it was testified, could not meet these competitive conditions even if it were possible to do so, as their rates are fixed by the Commission and under the law they cannot work their drivers for longer than 10-hour shifts and the rules of the Commission hold them to strict accountability for goods entrusted to them.

Witnesses declared also that the operation of economic law forces the contract hauler to become in fact a common carrier if he desires to remain in business. This was explained by the necessity to which the contract hauler finds himself put to obtain goods for his back haul if his operation is to be profitable.

In soliciting goods for this back haul, it was testified, the contract hauler is forced into the position of soliciting freight where and from whom he can get it, thus offering his services in fact if not in law to the public as a common carrier.

#### Present Methods Criticized

The present method of attempting to stop illegal truck operations along the highways was described by witnesses as "clumsy and ineffective" and easy to defeat through nominal changes in truck ownership on the part of the illegal operator.

Criticism was voiced of the present plan under which complaints of alleged unlawful operation are filed with the Railroad Commission by certified carriers before action is instituted. Witnesses declared that this placed an undue expense burden upon the certified carrier, which in many cases he was financially unable to assume. They contended that the obligation to enforce transportation laws rested upon the State and not the individual.

To accomplish this latter purpose the establishment by and within the Railroad Commission of a board of inquiry and investigation was recommended.

Other recommendations made by witnesses for the certificated carriers include the following:

Recommendation for legislation by which all truck operators for hire along the public highways would be brought under the jurisdiction of the Railroad Commission.

Recommendation that the law forbidding certified carriers to work their drivers for more than 10-hour shifts be expanded to include all operators of a trucking service.

Recommendation that the authority of the Railroad Commission be expanded to permit it to establish minimum rates for motor trucks, to which all classes of motor transportation for hire would be subject.

Recommendation that double penalties be imposed upon transferee who accepts operation after a cease and desist order has been issued by the Railroad Commission and who fails to obey such order.

#### New Diamond T 1½-Ton

The Diamond T Motor Car Co., Chicago, has announced a 6-cylinder 1½-ton truck embodying heavy-duty construction. Known as Model 210, it sells for \$595 for the standard chassis, the lowest price ever offered by Diamond T.

The new 1½-ton is marked by streamline appearance, in black set off with hood, cowl, wheels and cab finished in a rich shade of red. It has a speed capacity of 50 to 60 miles an hour; 4-wheel brakes; full-floating rear axle with double Timken wheel bearings centered directly above the tires; Lockheed internal expanding hydraulic brakes on all four wheels; single plate clutch; 4-speed transmission in unit with the motor; and cam and lever type steering.

#### Tape Simplification

It is announced by the division of simplified practice of the Bureau of Standards that simplified practice recommendation R114-30, covering No. 1 Kraft paper sealing tape, has been reaffirmed by the standing committee of the industry, without change, for another year.

The recommendation, which has been in effect since Feb. 1, 1930, provides a simplified schedule of widths and lengths of rolls of plain and printed tape made from 35, 60 and 90-pound basic paper, together with tensile and tear requirements for 60-pound tape, which is commonly used for sealing fiber and corrugated shipping containers. It provides also for testing methods, packaging, and marking of this commodity.

#### Moore in Florida

George P. Moore, president and treasurer of Moore's Storage Warehouse, Inc., Bridgeport, Conn., is spending the winter at St. Petersburg, Fla.

### Federal Judge Issues an Order to End Intimidation

UNITED STATES Judge Charles E. Woodward in Chicago granted a temporary restraining order on March 9 against officers of a Chicago teamsters' chauffeurs and stablemen's helpers' union and the Chicago Motor Express Terminal following filing of charges by the McNamara Motor Express Co., Kalamazoo, Mich., that the defendants had compelled McNamara to use the Chicago terminal for the loading and unloading of trucks at rates 3 to 5 cents a hundred pounds, specified by the defendants.

It was charged also that the defendants compelled the McNamara company to hire Chicago trucks for delivering merchandise carried in interstate commerce and that the plaintiff was compelled to pay 10 cents for every hundred pounds.

There have been numerous reported attempts, with threats of violence alleged, to intimidate out-of-town truckers to turn their cargoes over to local drivers, and various law enforcement agencies have been investigating.

#### Ohio-Michigan Pact

Ohio truck operators over irregular routes will hereafter be permitted to travel over Michigan highways without molestation by Michigan authorities. Ohio's regular route certificate holders, however, will continue to be required to comply with the Michigan law.

Decision on these points was reached at a conference in Toledo on March 5 and 6, attended by representatives of the Michigan and Ohio Public Utilities Commissions and others, including Frank E. Kirby, Columbus, manager of the Ohio Association of Commercial Haulers, and Frank C. Schmidt, president of the Liberty Highway Co., Columbus, also representing the haulers' organization.

#### Vans Featured

The Met-L-Wood Corporation, Chicago, has distributed a "motor freight and van issue" of its paper, *Met-L-Wood News*. In it are illustrated and described various of warehousing's van bodies and trailers made of the company's product, and there is information explaining how to compute and decrease wind resistance on moving vans and trucks. A copy may be had by addressing the company at 6753 West 65th Street, Chicago.

#### Correction

The Fireproof Warehouse & Storage Co., which has established a new "home service department," as set forth on page 60 of the *March Distribution and Warehousing*, operates in Columbus, Ohio. In error the March story mentioned "Columbia," with no State designated.



## Truck Witnesses Oppose Enactment of Couzens Interstate Regulation Bill

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

WITH hearings on Senator James A. Couzens' bill (S. 2793) to regulate interstate motor vehicle operations still in progress before the Senate Committee on Interstate Commerce as this issue of *Distribution and Warehousing* went to press, the likelihood of passage of this or any similar bill at this session of Congress seemed slight.

As this was written it was not definitely known when the hearings would end and no guess could be hazarded as to what action the committee would take on the measure after the hearings.

Generally speaking, the bill is favored by railroads and opposed, at least in part, by motor truck and business interests. The measure would place under jurisdiction of the Interstate Commerce Commission the operation of virtually all interstate trucks and buses, with some few exceptions, such as taxicabs, hotel buses and the like.

The supervision would be thoroughgoing, extending to accounting and such matters, with the important exception that it would not apply as strongly to trucks as it would to buses. For example, the bill does not provide for regulation of truck rates, while it does provide for regulation of bus fares.

The hearings, starting on Feb. 1, were run intermittently through that month and March.

Witnesses favoring the bill, or favoring some kind of Federal regulation of bus and truck traffic, far outnumbered opponents of the measure. Among the latter were T. R. Dahl, vice-president, White Motor Co., Cleveland, and member of the truck committee of the National Automobile Chamber of Commerce; Larue Brown, general counsel of the Chamber, and R. C. Fulbright, chairman of the legislative committee of the National Industrial Traffic League.

Mr. Fulbright favored legislation which would permit the railroads to make joint rates with passenger or freight motor vehicle lines, but did not approve loading up the Interstate Commerce Commission with complete regulation of interstate motor vehicles. He thought this should be accomplished, if possible, through State action.

"The provisions of the bill would impose an enormous volume of administrative duties upon the Interstate Commerce Commission, which is already overworked, and would clothe that body with practically absolute power over the operations of contract and common carriers by motor truck," Mr. Fulbright said.

"We do not believe that it is necessary,

wise, or proper to take such extreme steps at the present time. We favor regulations which would protect the shipping public as far as reasonably can be done against irresponsible carriers, but we believe this can best be accomplished by State laws and regulations and by reciprocity or comity arrangements between the States, and that the proposed bill will not, as a practical matter, improve such situation."

Thomas F. Barry, secretary of the Merchant Truckmen's Bureau of New York, also opposed the measure, declaring his organization objected to the requirement for taking out permits. He said his organization did not want to have its members compelled to take out permits "merely to go across the river to Jersey."

Answering a question by Chairman Couzens as to whether New York truckmen wanted no regulation, Mr. Barry replied that "we are most effectively regulated by the unions of the port of New York."

Examiner Leo J. Flynn of the Commission, who wrote the proposed report in the Commission's investigation into coordination of motor transportation (Docket 23400), occupied the witness chair for two days. His testimony was confined to the record made before the Commission in that case. He was closely questioned by members of the committee on various phases of motor vehicle operation and regulation.

Speaking for the National Automobile Chamber of Commerce, Mr. Dahl said that organization always had advocated regulation of buses, but opposed regulation of interstate trucks.

"We believe that the transportation of passengers by bus and the transportation of property by truck are two entirely dissimilar services," Mr. Dahl said. "We believe that the bus companies should be required to obtain a certificate of public convenience and necessity who operate between fixed termini over regular routes and who hold themselves out to carry all people at fixed rates. That is a transportation system. We believe that the motor truck and the carrying of property is just the opposite of a transportation system."

Mr. Dahl pointed out that of the total number of trucks operating in the United States, only 1.05 per cent could be classed as interstate common carriers; 5.5 per cent as common carriers, and 8.7 per cent as contract carriers.

During Mr. Dahl's testimony, Senator Couzens said the only thing he had in mind in drafting the provision of the bill requiring contract and common car-

rier trucks to take out permits to operate in interstate commerce was to obtain statistics which would show the volume or extent of the motor traffic in interstate commerce.

Mr. Dahl said he wanted those statistics obtained, but thought this was a "back-door way" of doing the job.

There had been much loose thinking and much loose talking as to whether contract carriers could be regulated, Mr. Dahl said. His organization does not believe such carriers can be legally regulated and "we are certain that practically they cannot be regulated."

Theoretically, he said, his organization believed that common carrier interstate trucks should be regulated but felt that from a practical standpoint any attempt to regulate such a small portion of the total number of trucks operating would be ineffective.

"It would be ineffective first because of the very small percentage of the trucks involved," Mr. Dahl said. "It would seem unreasonable to build up an intricate regulatory machinery for enforcing a law to apply to such a small percentage of vehicles. We believe that the cost of enforcing such a law would be tremendous."

"We have not been able to obtain any estimates of the amount of appropriations that would be required to enforce it. We simply call to your attention the number of miles of State boundaries in the country and leave to your judgment what it would cost to enforce such a law."

"It is impractical because of the fact that these interstate operators are continually subjected to the competition of contract carriers, both as to rates and service."

"If the business of the interstate common carrier should be penalized with regulations which increased its cost of operation, we could only expect a repetition of the experience in the various States where common carrier trucks have either lost their business to the contract carrier, or have gone into the contract carrier business where they have been burdened with regulations."

Mr. Dahl pointed out that one of the prime reasons for enacting railroad regulation legislation was to protect small shippers against preferences which might be accorded to large shippers by the railroads. The result of motor truck regulatory legislation would be just the opposite, he said, because large shippers could invest in their own trucks which would be free from regulation, while small shippers would be dependent on regulated carriers which charged higher rates.

(Concluded on page 37)

## American Warehouses Are Safeguarding the Largest Package Brought Overseas

(Concluded from page 17)

Tunnel under the Hudson River to the highways of New Jersey; and there was no ferryboat big enough to carry it. Fortunately the George Washington Memorial Bridge has just been opened, spanning the Hudson between Manhattan Island and the Jersey shore.

It required seven trucks to carry package, platform, steel ring and other equipment, and the cavalcade from New York to Washington included a number of passenger cars carrying officers of the New York Foundation Co., which did the removal job. Permits to move, during night hours only, had to be obtained from three different municipal departments in New York, and "scouts" hurried on ahead along the route to arrange for permits in different counties and to select highways where bridges were strong, and not too low when roads passed under them. The cavalcade set forth at daylight on Feb. 29 and arrived in Washington late on March 2. The Guaranty Storage Co. took the package in and will store it until it is removed to the proposed new building.

### \$6,000 to Inspect

The showmen who bought the cyclorama agreed to do so only if inspection should show it to be in perfect condition. Accordingly, before the painting left the care of the Independent Warehouses, a spot had to be found where the 402 feet of canvas could be spread out flat. This was located at a Bronx armory. It took two days to unroll the painting for inspection and another two days to repack. The armory charged \$150 a day, and the whole job cost \$6,000 to perform, including labor. The canvas was found to be in perfect condition and the new purchasers were satisfied. The group is headed by Harry M. Crandall, Washington, D. C., motion picture theatre operator, and his associates include Michael Comerford and Frank C. Walker, identified with the theatre in New York.

Work on the canvas, which is to be displayed in various parts of the United States after the close of the Century of Progress Exposition in Chicago, was begun in October, 1914, under the personal direction of M. Pierre Carrier-Belleuse, a noted member of the Beaux Arts. He was then 70 years old. He selected as his first aide M. Francois Gorgeut, a noted artist, who, another member of the Beaux Arts, has since died. Under these leaders was grouped a well organized band of painters, graded, according to their ability, for the special work they were to do. Many were perspective or landscape experts; others were "lay-in" artists who worked with charcoal. The 6000 life-size figures on the great canvas were painted by thirty or forty master portrait artists. Four years were required to do the work, completed in December, 1918, with some-

times as many as 150 men on the payroll. The life-size figures include one of General John J. Pershing, commander-in-chief of the American army. Twice while the painting was in progress the "Pantheon" was in the range of destruction, enemy shells landing close by, but it came through the war unscathed.

## What's What in New Buildings—No. 132: Terminal in Lincoln

(Concluded from page 20)

Unusually large window openings on all sides of the building, fitted with steel sash and clear glass, give the maximum of natural light and ventilation. Seventy-five watt electric lights are located at 20-foot intervals throughout the storage space, while in the offices and tenant sections there are four such lights, equipped with ornamental shades, for each bay of 20 feet. Each office is on a window, insuring adequate natural light and ventilation. Each is equipped with a radiator, and ample toilet facilities are conveniently located.

### Loading Facilities

On the side of the main floor opposite the inclosed truck docks are openings for loading and unloading from freight cars on a spur of an electric belt line which connects with the five steam railroad lines coming into the city. Nine cars can be handled on this side. The storage capacity of the warehouse is 1200 carloads.

An address system is used on each floor to facilitate the location of goods. The aisles are lettered from A to G, and the 19 bays in each aisle are numbered. The system is uniform on all floors. Underwriters' steel doors which are locked to the outside when closed are used throughout the structure.

The warehouse is located in Lincoln's newest industrial district and extends the entire distance between two wide paved thoroughfares connecting with the city, State and Federal highways which serve the city. It is readily accessible to downtown Lincoln by city and suburban buses which stop at the doors.

### Correction

The Bartlett Motor Express, one of the Indiana companies mentioned in the Feb. 6 order by the Indiana Public Service Commission to restrain them from highway operations for alleged failure to comply with Commission requirements, is in no way identified with the Bartlett Transfer & Storage Co., Huntington, Ind. The Bartlett Motor Express is not located in Huntington; it operates in the southern section of the State.

This explanation is made here in view of the story published on page 42 of the March *Distribution and Warehousing* mistakenly implying a connection between the motor freight line and the Bartlett warehouse organization which operates in Huntington.

## Haring's "New Business" Article No. 77—Storing Products for Contractors

(Concluded from page 26)

when cut elsewhere; oiling and greasing and reconditioning of leased equipment are best done, and most cheaply, before it goes out to the job.

To do this work it is simple to call on the warehouseman for labor. Power, too, to operate tools may be purchased from the warehouse. These patrons' need for labor is irregular, which is all the more reason for their relying on the warehouseman to supply it. Much of the cleaning up and reconditioning may be performed at odd times, because the need for completion is seldom pressing, so that to supply the labor is a convenient balance to the warehouseman's own need of men. Supplying the labor for this class of accounts is, in fact, one of those circumstances where both parties save money and both make a profit. It is mutually beneficial.

### Middlemen

NEARLY all items of this class are marketed through jobbers or specialty salesmen or other middlemen. When a large contract is in the offing, the manufacturer turns loose his factory salesmen in full force.

"The big contracts sound swanky," is the comment of one such manufacturer, "but remember that we live on replacements and small orders. Sometimes there's nothing left from the big order, because too many hands dip into the gravy."

Hence the practice of selling through local representatives. The manufacturer profits most by having on the spot someone, working on a commission basis, to keep eternally after the host of small orders.

In no other way is it better possible for the warehouseman to help his patrons to sell their goods than it is by keeping his eye open for sales of this sort.

### Profits

THESE manufacturers face an endless string of petty drains from their income. This is a characteristic of contracting and of contractors' supplies. They therefore are immensely keen in appreciation for any "sales service" that does not look for its rake-off when the money passes. The warehouseman will find his profit in storing and handling, not in two per cent or five deducted from the selling price.

Items of this sort, for a further matter, are more frequently to be found with warehouses in small cities than in the large places. In important cities, these manufacturers find it wise to own their own "yards" or "warehouses," whereas, at smaller cities, no such outlay is warranted. Their need of spot stocks is just as great at the smaller center. Therefore, for them, the public warehouse becomes the natural keystone of selling their goods.

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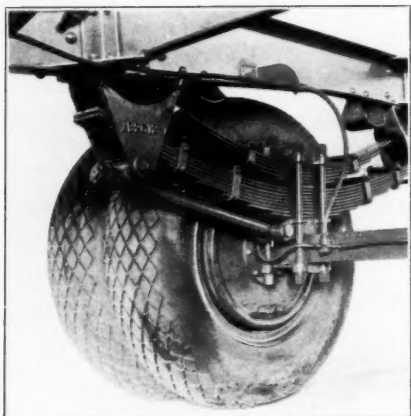
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*of* **WHAT'S in**  
**a NAME!**



# HIGHWAY Pioneer the BASIC CONSTRUCTION



## SEMI-TRAILERS

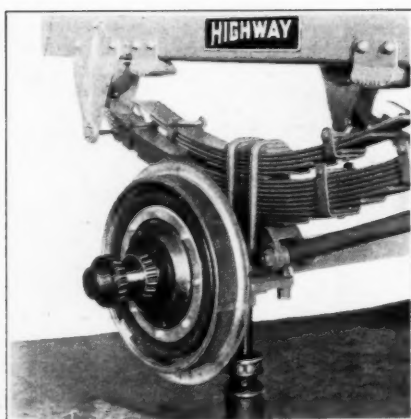
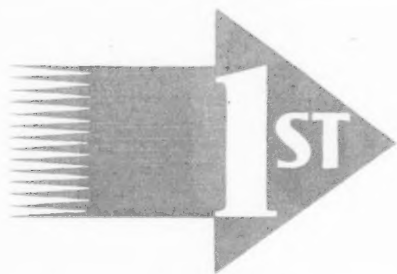
Year after year of experience has conclusively proven the value of simplicity in construction. Highway still leads the way with springs without shackles, radius rods that are adjustable and fully oscillating, spring bolts that have never been hammered or bent and modern weather proof brakes.

## EXCLUSIVE HIGH



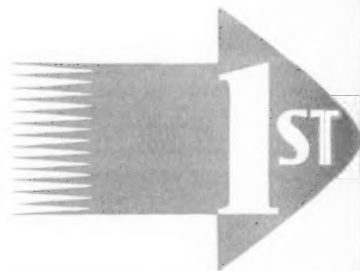
## FIFTH WHEELS

With self-locking jaws that grip a forged steel and heat treated king pin positively and securely around its largest diameter allowing perfect lubrication and eliminating wear—Highway again leads the way.



## AXLE BEARINGS

Twin bearings for dual tires with spring proof axle bed sections, heat treated and oil quenched in one operation to eliminate uneven tire wear are original and exclusive Highway features.



## ROUND END VANS

More miles per gallon of fuel—a result of less wind resistance, more loading space and better appearance were introduced by Highway in their round front body construction.



*The ONLY trailer which is MANUFACTURED*

Designed and Developed every step of  
the Trailer Industry and Today it has  
**10 FEATURES** which are

**LIVELY  
HIGHWAY**



### DROP FRAME

Lower loading height, lower center of gravity without sacrificing strength or weight in both rolled steel and automotive type frames, typify Highway's originality to pioneer and to be prepared for present and future trailer requirements.

### INTERCHANGEABILITY

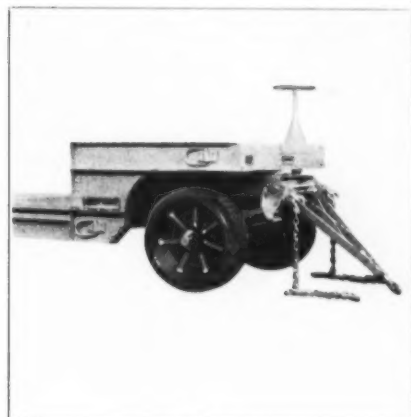
ABSOLUTE INTERCHANGEABILITY between semi and full automatic units is an exclusive Highway feature. You cannot afford to build up a fleet without full assurance of this feature. Insist on a standardized lower fifth wheel that does not confine you to a single source of supply on your future purchases. Again Highway leads the way.

### FULLY AUTOMATIC

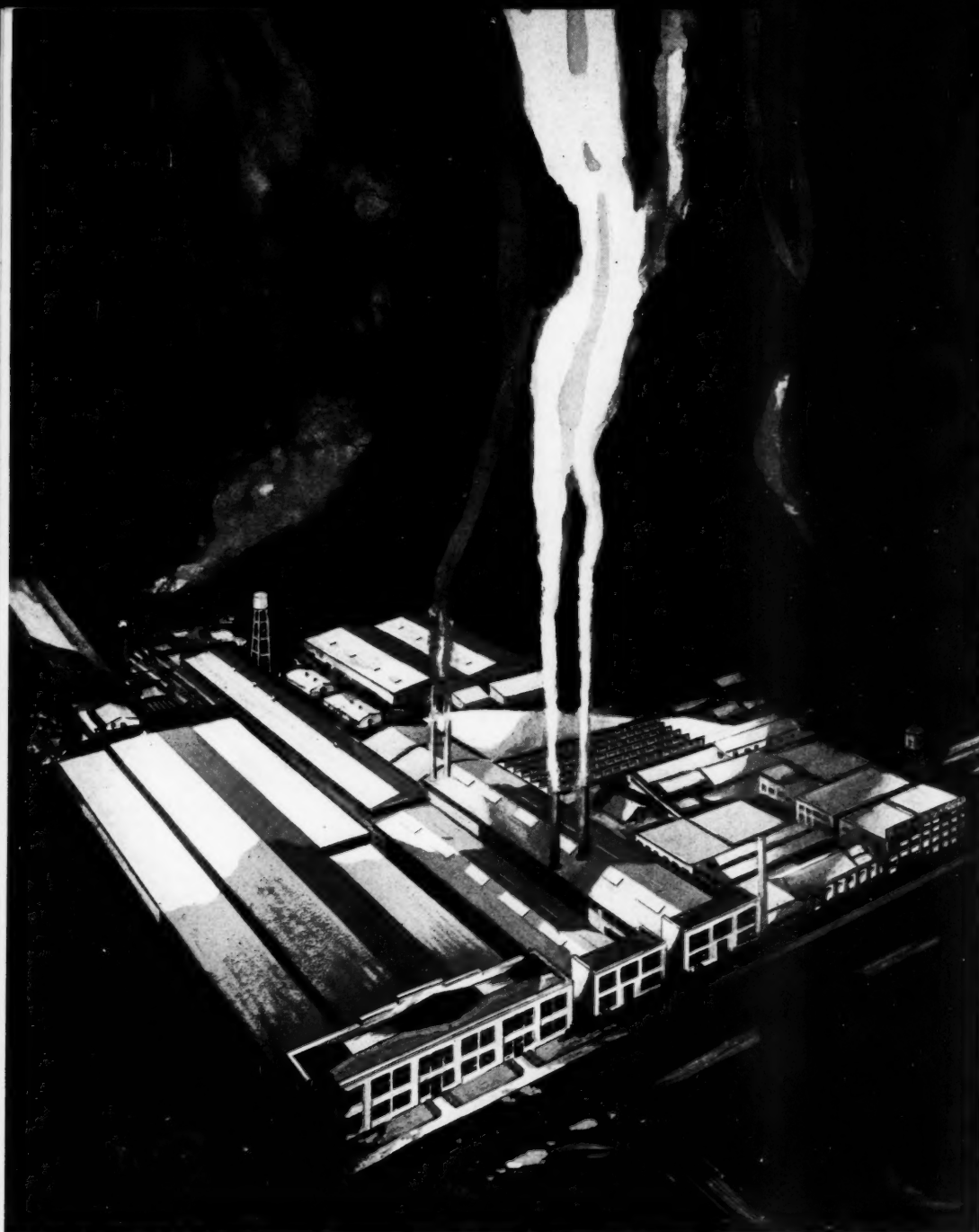
And now Highway leads the way with the first and only 100% cab controlled power brake equipped full automatic semi-trailer. The driver positively does not leave the seat in coupling or uncoupling of trailer. Power brake fittings are absolutely automatic. Highway continues to lead the way.

### CARRYALL

A size and type for every need, capacity from 10 to 100 tons with lower loading height, roller bearing fifth wheels and modern brake equipment. Whether you load from side or rear Highway leads the way with an improved and unexcelled construction.



COMPLETE from raw material to finished product



1,000,000  
square feet  
voted to Trail  
Manufacturing  
owned and  
operated exclu  
sively by



*The World's largest Custom Body and Trailer Plant*

**HIGHWAY TRAILER COMPANY**

**Main Office and Plant No. 1, Edgerton, Wisconsin  
Plant No. 2, Stoughton, Wisconsin**

*ADVANCED TRANSPORTATION*



### Further Testimony on Bill Before Senate to Regulate Interstate Motor Traffic

(Concluded from page 31)

Mr. Dahl also pointed out that while motor trucks in 1930 constituted but 13.7 per cent of motor vehicles, they paid 27 per cent of the special taxes assessed against motor vehicles. He quoted from testimony given before the Interstate Commerce Commission by Thomas H. MacDonald, chief of the Bureau of Public Roads, to the effect that heavy trucks and buses were "fully meeting all excess costs of road construction due to the increased thickness that is made necessary by these heavier loads."

He admitted that during the change which had taken place in truck construction and transportation during recent years, truck operators had been "guilty of many sins."

"He has operated his truck without regard to convenience of other traffic on the highway," Mr. Dahl said. "He has violated with apparent impunity the physical restrictions on the type of vehicle he is operating and has generally aroused a great deal of public antagonism."

"We therefore confess that due to the shortsightedness of our operators we have subjected ourselves to deserved criticism and the enactment of what we consider to be unfair laws. It has been our active endeavor in the last few years to educate the truck owners and operators as to the extreme importance of safe and courteous operation of motor trucks on the public highways. That campaign has been eminently successful."

Everett J. Arbour, treasurer and general manager of Consolidated Motor Lines, Inc., Hartford, Conn., also appeared in opposition to the bill. Mr. Arbour represented also the interstate operators' division of the Motor Truck Association of Connecticut. His testimony dealt largely with the successful operation of motor trucks by his company without Federal legislation. He said his firm and members of the association he represented cooperated fully with State officials in efforts to arrive at reasonable safety regulations for motor truck operation.

Taking the stand for the railroads, R. H. Aishton, president of the American Railway Association, said the rail carriers merely wanted an opportunity to participate in motor carrier service on the public highways on equal terms with all others and without discrimination in favor of or against other transportation agencies in the same field. Under existing conditions, he said, there was neither fair competition between motor vehicles operating on the highways nor between such vehicles and the railroads.

"We believe that all common carriers by motor vehicle, of either persons or property, should be required to obtain from the Interstate Commerce Commission, or proper Federal tribunal, certificates of public convenience and necessity," Mr. Aishton said.

"As to all common carriers, adequate requirements should be imposed to insure just and reasonable rates, both maximum and minimum, with provisions for the publication thereof and proper inhibition against undue and unjust discrimination."

"Experience by the several States that have attempted to regulate transportation of property by motor vehicle has demonstrated that unless contract carriers are subjected to appropriate regulation bringing their operations into suitable relation with those of common carriers, any attempted regulation of common carriers is ineffectual and unfair. We, therefore, believe that all charter carriers by motor vehicle of either person or property should be subject to regulation."

"The regulation of motor vehicles recommended is proposed with a full appre-

### Partner Wanted

**L**EADING old established fireproof warehouse and splendid opening for partner who can furnish capital and will take active interest in business.

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ciation of its application to motor vehicle operations by railroad as well as to such operations conducted by others. The railroads recognize that the public is entitled to the most efficient and economical transportation service. They recognize the right of the public to select the agency of transportation which it needs and which it finds most useful.

"The railroads have no desire to handicap the development of any form of transportation. They will not be a party to any effort under the guise of regulation to impair any new agency of transportation which the public needs and which can serve it usefully."

C. S. Duncan, economist of the Association of Railway Executives, told the committee that continued operation of buses and trucks without Federal regulation would mean a continuation of cut-throat competition which, in the end, would injure both rail and motor vehicle service.

"What the rail carriers desire," Mr. Duncan said, "is regulation as a means of placing motor vehicle operation as a whole on a sound economic basis to the end that the proper sphere of operation of the railroads and the motor vehicles can be intelligently determined. When the proper sphere of operation is determined, it will result in the retirement of either the railroads or the motor carriers from those fields in which they cannot compete at the rates or cannot give the service provided by the more efficient carriers."

"Regulation would require each carrier to operate on a sound basis and

prevent either carrier from competing destructively for such traffic as the other could more economically and efficiently carry. The result would be an advancement of the best interests of the railroads, the motor carriers and the public. Whether or not it would mean the return of any traffic to the railroads cannot now be determined with any degree of certainty."

Speaking for 167 independent short line railroads, Ward Guthrie, Washington, D. C., told the committee the life of these roads was being threatened by unregulated motor vehicle traffic.

"Congress must give the short lines immediate relief either through permission to make joint through rates and division with motor carriers or pass regulatory laws with respect to interstate shipments by motor vehicles, or abolish all the rate regulation by the Interstate Commerce Commission," Mr. Guthrie said.

C. D. Cass, counsel for the American Electric Railway Association, urged legislation to regulate motor vehicle carriers. Answering a question by Senator Couzens, he said he believed electric lines would continue to be a factor in transportation. This, he said, would be achieved through modernization and through coordination with bus lines. Electric roads, he said, were conducting special researches to aid in their improvement and development.

—Stephen Rippen.

### "USHCO" Van Body Is Introduced

**A** NEW type of van body for trucks is announced by the U. S. Body and Fording Co., Inc., Buffalo. Called the "USHCO," it is designed for warehouse and moving organizations and others having light and bulky loads to move.

The bodies are delivered knocked down and are assembled directly on the truck. The manufacturer has distributors located throughout the country to assemble body on chassis.

According to the maker, the new type has been approved by the Chevrolet Motor Co., the General Motors Truck Corporation, the Reo Motor Car Co., and the Studebaker Corporation.

### Fohlin Sees Pick-Up

W. B. Fohlin, secretary of the Spokane Transfer & Storage Co., Spokane, Wash., note an upturn in the warehouse business in the Pacific Northwest.

The company's car unloadings during the first fifteen days of March showed, according to Mr. Fohlin, an increase of 76 per cent over the ten-year average for the entire month of March.

The building up of stocks so early in the season, when ordinarily low stocks have been the rule in each of the past two years, is interpreted by him as warranting confidence that improved business in the territory is on the way.

When you ship goods to a fellow warehouseman use the *Monthly Directory of Warehouses*.

# WITH THE ASSOCIATIONS

**H**ERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Californians Plan a Hauling Unit Similar to National's A. V. L.

**T**HE California Van and Storage Association has voted to adopt the recommendation of its van line committee that an independent organization for long distance hauling be formed, the new body to cooperate with existing franchise carrier-members of the association.

This action was taken at the association's seventeenth annual convention, held at the Santa Barbara-Biltmore Hotel in Santa Barbara on Feb. 21-24. It was decided that a special committee be created to consider the plans and to prepare the necessary contracts to put the proposed hauling unit on an operating basis.

Acceptance of the proposal for a co-operative van line came after several rejections in recent years. Renewed consideration of the committee's recommendations was urged at the Santa Barbara meeting by Martin H. Kennelly, Chicago, president of the National Furniture Warehousemen's Association, who, sitting in at some of the sessions, discussed the National's Allied Van Lines and association affairs generally.

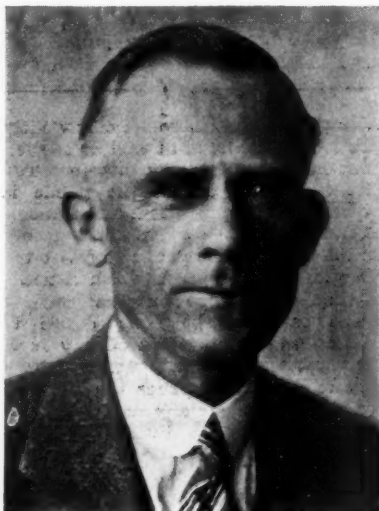
The van line committee comprised J. R. Zimmerman, Long Beach; Ruel R. Neiger, Alhambra, and B. W. Selby, Hollywood. Under the committee's plan as outlined, independent operators wishing to avail themselves of long distance moving business need not make any capital expenditure for equipment. Provision is made in the proposed agreement that "franchise operators agree to purchase equipment and maintain sufficient trailer equipment" and that "individual members of the van line furnish certain services for certain remuneration covering a period of five years with an option for renewal for further periods."

Franchise carriers to be considered under the agreement would be the Bekins Van & Storage Co., operating between San Francisco and Los Angeles and San Diego; the Lyon Van & Storage Co., Inc., operating between San Francisco and Los Angeles; the Griggs Van Lines, which, identified with Griggs Van & Storage, Lt., Santa Barbara, are common carriers between Santa Barbara

and Los Angeles; and the Triangle Transfer & Storage Co., San Diego, operating between San Diego and Los Angeles.

The question as to whether the National's Allied Van Lines would approve was put up to Mr. Kennelly. From his remarks it was gathered that there would be no objection in view of the fact that the new move would preclude extension of the A. V. L. movement to California.

A member of the committee stated



Charles A. Buck, elected 1932 president of the California Van and Storage Association. Mr. Buck is mayor of Burlingame, Cal.

that it was probable that the California association would seek the right to use the Allied's name in connection with the proposed van line upon payment of a certain consideration.

A plea for closer cooperation in meeting common problems of the industry was made throughout the convention in reports from officers and committee heads. A more general use of the uniform cost accounting system accepted at the Santa Cruz convention last year and installed by some warehousemen was urged by Harvey B. Lyon, Oakland, as a means of establishing a fair rate structure.

Advertising and insurance were other subjects given a prominent place on the program. Motor truck legislation also was discussed, views being presented by Emmett Hart, attorney from Sacramento, and by Frank L. Allen, Los Angeles warehouseman, who expressed the opinion that limitation of production and discrimination in the sale of motor trucks would be an aid to the industry. Advertising and publicity, based on the experience of his own company, was discussed by Milo W. Bekins, Los Angeles, while C. H. Sexsmith, recently appointed advertising manager for Lyon organization, took up the question of the advantages and disadvantages of advertising fireproof storage.

H. H. Cremeens, Los Angeles, though urging a conciliatory attitude toward non-members, pointed out the danger of being too friendly.

"The association has little to gain," he remarked, "by a vindictive attitude toward resigned members." Again, "the experience of the railroad and express companies in meeting the competition of truck operators by a revision of methods and tariffs might be valuable. Warehousemen," he said, "should be quick to recognize the ever changing conditions and realize that non-members engaging in the same line of business are essentially a part of the industry." Fair dealings, ethical practices and price standards should be maintained, he emphasized.

Recommendations as outlined by the van committee were:

First, selection of a new van line name by the independent operators, the name to be incorporated in a non-profit corporation. "California Van Lines" was suggested as a hypothetical name. The issued stock would be put in escrow under an agreement between the franchise operators that, upon the discontinuance of the operation agreement, the name would be killed, with no group or individual to be allowed to use the name in the future.

Second, the franchise operators would agree to enter into an "express agreement" contract with the "California Van Lines, Inc.," and the individual members of the "California Van Lines, Inc.," would furnish certain services for certain remuneration for a period of five years, with an option for renewal for

further periods, such as two, three or five years, whichever might be desired by the independent operators.

Third, franchise operators would agree to purchase equipment and maintain sufficient trailer equipment, such equipment to be painted an agreed color and lettered "California Van Lines, Inc." (this name being an example only), with such equipment to be used by "California Van Line" members on the moving of their shipments over the van line operations, with trailers to be pulled behind the trucks of the franchise operators.

Fourth, members of the "California Van Lines, Inc.," would pick up these trailers at the terminals of the franchise operators; and providing there was a 4000-pound minimum load, would consign the van direct to their distributing agent under sealed billing, the agent to take delivery of the trailer at the franchise operators' terminal at destination. Or members would deliver small shipments to the terminals of the franchise operators for consignment direct to distributing agents, who would take delivery at the destination terminal.

Fifth, the following discounts would be allowed to members: A. 40 per cent discount when trailers are loaded and unloaded by C. V. L. members; B. 30 per cent discount if members load trailer and franchise operators unload; C. 32 per cent discount on less than trailer load shipments from terminal to terminal; D. 22 per cent discount on less than trailer load shipments when delivered to consignee by franchise operator at destination.

Sixth, members of the "California Van Lines" would agree not to move over a distance of 100 miles with their own trucks when the goods were moving over the defined routes of the franchise operators, except in cases of special deliveries, and in these cases endeavor should first be made to handle through regular operators. The distance was arrived at by using the southern California district and, according to the report, is subject to further agreement in different parts of the State between members and franchise operators.

Seventh, franchise operators would not be agreeable to carrying out this program unless at least 90 per cent of the membership of the association was agreeable to joining the "California Van Lines."

Four well-defined routes were classified as the coast and inland routes from San Francisco to Los Angeles and the coast and inland routes from Los Angeles to San Diego. It was the opinion of the committee that the new move was destined to forestall the establishment of any "outside" long-distance hauling group in the State.

Advising the association to compromise and consider the means at hand for developing an independent van organization, President Kennelly of the N. F. W. A. said:

"The very nature of long distance work requires cooperation. What method you adopt is for you to decide, taking

into consideration the rights of those who now hold franchises over the proposed routes from the three centers. The National will be glad to come out and sit in with you, and to give whatever assistance is possible in the handling of your problem, but its solution is up to you. You must be prepared to give and take."

Emphasizing the value of association membership, Mr. Kennelly said:

"The best way to meet changing problems of the present period is with a united front. In the East we have been losing some members because of their affiliation with interests opposed to the interests of the association. I say 'opposed' because the two recent warehouse conventions voted that members joining with those interests be dropped from the association. Some of the members we regret to lose, naturally, but feel that they will be the losers. Conditions will not be remedied by leaving the association, nor by reducing costs."

Henry Dawson, Stockton, in the warehouse business for more than 30 years

#### Correction

**A**N error regarding Martin H. Kennelly's opinion on the policy of the National Furniture Warehousemen's Association with regard to centralization of power appeared on page 12 of the March *Distribution and Warehousing*.

In his Washington, D. C., convention report as president, Mr. Kennelly said he was opposed to centralization of power in the National. The text on page 12 mistakenly quoted Mr. Kennelly as saying he was opposed to decentralization of power.

was honored at the convention by the presentation of a gift on Washington's Birthday, the occasion being his 75th birthday.

The officers elected for 1932 are as listed in the January *Distribution and Warehousing*. The group is headed by C. A. Buck, proprietor of the C. A. Buck Transfer & Storage Co., Burlingame. Mr. Buck is Burlingame's mayor. He succeeds William A. Cassell, Pasadena.

Convention proceedings were enlivened by the annual banquet on the 23d, and the presentation of a van employees' sales kit, with Frank A. Payne, Los Angeles, as master of ceremonies.

S. A. Lewis.

#### New York Meetings Off Due to Labor Situation

**O**WING to the labor situation in New York, as outlined in the March *Distribution and Warehousing*, no monthly meetings were held in February and March by the New York Furniture Warehousemen's Association.

For the same reason the annual meeting of the Van Owners' Association of Greater New York, to have been held in February, has been indefinitely postponed.

#### Pennsylvania F. W. A. to Test Constitutionality of Gross Receipts Act Tax

**P**ENNSYLVANIA Furniture Warehousemen's Association members have been receiving bills from the State Department of Revenue, covering the 8 mills tax on their gross receipts for the period from July 1, 1929, to July 1, 1931. The authority for this billing is the gross receipts Act of 1929, generally believed to be unconstitutional. As enacted, it allowed no reduction for registration fees paid to the State. But the 1931 session of the Pennsylvania Legislature, in an attempt to correct the 1929 Act, passed House Bill No. 1483, which provides for an excise tax on the use of State highways by motor vehicles transporting passengers and freight for hire.

Under the provisions of this Act as interpreted by the fiscal officers, a report must be filed by every individual, partnership, company or corporation operating motor vehicles for hire in the State. The report must show the total receipts received from transportation in the State. If the receipts are from interstate business, then the report must show the mileage in and out of the State and the proportion of receipts that should be allocated to the State of Pennsylvania and outside. Isolated trips to Pennsylvania will not be taxed, but in all cases where, under the law, a non-resident would be required to secure license plates, a report will be required, the reports to be made twice a year, as of June 30 and Dec. 31, and are due Aug. 1 and Feb. 1. But an extension of sixty days in which to file them may be secured upon application. Operators for hire who neglect to file gross receipts tax reports are liable to a fine of \$200 for each period.

Under the Act, the motor operator is allowed to apply excise fees and motor license fees in payment of the tax, one-half of the gross amount to each semi-annual report. In arriving at the amount of receipts taxable, they are limited strictly to receipts from transportation and do not include such items as labor, crating or other handling charges which are not transportation charges.

House Bill 1483 was originally presented to rectify a situation which existed in connection with warehousemen, teamsters and other haulers and was fostered by the Pennsylvania Furniture Warehousemen's Association, the Philadelphia Team & Motor Truck Owners' Association and the Pennsylvania Motor Truck Association.

These organizations, feeling strongly that the tax was an unwarranted burden, decided to take active steps to eliminate themselves from coming within the general provisions of its scope.



The Commonwealth, however, was not in favor of amending the existing Act and objected to any change therein. But a delegation of some 500 interested persons, from all points of the State, presented facts and arguments before the Legislature's committee of ways and means. Buell G. Miller, Philadelphia, outlined the hardships this additional tax would impose. Subsequently, many other conferences were held with the various State departments and, when the bill was finally passed, the truck operators had won a signal victory by having inserted in the bill provisions for deducting license fees. They gained the further point of having the Department of Revenue withhold from members of the associations mentioned any settlements of gross receipts up to June 25, 1931, until the constitutionality of the old Act can be judicially determined.

Shortly after the passage of the 1931 Act, Mr. Miller, as chairman of the laws and legislative committee of the P. F. W. A., arranged for individual members of that body to retain John R. Scholl, Philadelphia, an expert on taxation cases, in the matter of the gross receipts Act, for a nominal cost to each member. For those who have availed themselves of this opportunity, Mr. Scholl's office has checked and filed reports which included claims for labor in connection with transportation. Now, as part of his work under the same fee, Mr. Scholl has been filing individual petitions to the Department of Revenue for each company, which must be done within 90 days of the date of the department's bill, and following through with a petition to the Board of Finance and Revenue for a review of the department's expected adverse decision. To the few remaining members who have not retained Mr. Scholl, his office has made the suggestion that they draw a check to the order of Mr. Scholl and forward it to the secretary of the P. F. W. A. at once. Because of the blanket cooperative arrangement mentioned, Mr. Scholl, without additional cost to the association, will prepare test cases on the constitutionality of the 1929 Act and prosecute these through the Dauphin County Court, the Supreme Court of Pennsylvania and, if necessary, finances permitting, carry them to the Supreme Court of the United States.

It is contended that not only is the entire Act of 1929 unconstitutional, but that taxation can be applied and collected only on gross receipts exclusively received in transportation. Should a warehouseman pay a tax now and the Act eventually be found unconstitutional, he must file a petition for a refund.

Actually, no refund would be made, but the warehouseman, if his petition were granted, would receive a credit on his books.

It is believed the P. F. W. A. and the other associations allied with it in the fight will be obliged to fight further to retain the exemption of registration fees from the gross receipts tax at the next session of the Legislature.

—K. H. Lansing.

### Massachusetts W. A. Reelects S. G. Spear President for 1932

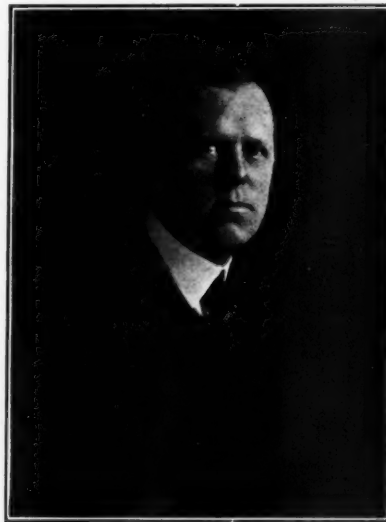
AT the annual meeting of the Massachusetts Warehousemen's Association, deferred from January to Feb. 16 because of national conventions, the following officers were elected:

President, Samuel G. Spear, treasurer Wiggin Terminals, Inc., Boston.

Vice-president, Richard M. Tyler, secretary Standard Storage Co., Boston.

Treasurer, B. R. Gage, manager general storage department, Quincy Market Cold Storage & Warehouse Co., Boston.

Executive committee, the officers and Louis M. Beeten, general manager Commonwealth Ice & Cold Storage Co., Boston; E. L. Wingate, manager Boston Storage Warehouse Co., Boston; Ernest H. Wood, president Worcester Storage Co., Inc., Worcester; Frank Driscoll,



Samuel G. Spear, reelected president of Massachusetts Warehousemen's Association

manager Merchants Warehouse Co., Boston.

Olin M. Jacobs, Boston, continues as secretary.

The meeting was held at the Exchange Club in Boston, with Mr. Spear presiding.

—C. Frederic Wellington.

### Toronto Association Elects P. G. Heyward Its 1932 President

THE Toronto Cartage and Warehousemen's Association held its annual meeting at the Royal York Hotel on Feb. 26, with forty-two persons attending, and elected 1932 officers as follows:

President, P. G. Heyward, owner P. G. Heyward, Ltd.

Vice-president, James Sercombe.

Secretary-treasurer, C. F. Basil Tip-pet, president Howell Warehouses, Ltd.

Executive committee, the retiring

president, William Pickard, manager W. J. Pickard, Ltd.; Charles McMillan, president McMillan & Co., Ltd.; J. H. Warren, vice-president M. Rawlinson, Ltd.; Frank A. Magee, secretary City Storage, Ltd.; Thomas Collins and Charles Fraser.

Following an address by Frank A. Magee, a past president, on "Legislation and Cooperation," the need of an amendment to the Ontario warehousemen's lien law was discussed. A recent amendment of this character in Manitoba eliminates the necessity of the warehousemen locating the holder of a lien on goods stored in order that the warehouseman may notify the holder, whereas in Ontario the present statute places this responsibility on the warehouseman if he is to procure a lien beyond the first sixty days of storage.

The executive committee was instructed to prepare a report on governmental control of highway traffic as affecting warehousing, the report to consider the advisability of a tariff.

### Further Report of P. F. W. A.'s 15th Annual Gathering

THE Pennsylvania Furniture Warehousemen's Association, at its fifteenth annual meeting, held at the Pittsburgh Athletic Club in Pittsburgh on Feb. 9-10, elected as its 1932 president David V. Murdoch, a partner in the Murdoch Storage & Transfer Co., Pittsburgh, as announced in the March *Distribution and Warehousing*. The complete list of the other executives chosen follows:

Non-chapter vice-president, R. J. Robinson, manager R. J. Robinson, Lansdowne.

Philadelphia, vice-president, Buell G. Miller, president North Broad Storage Co.

Pittsburgh vice-president, James F. Keenan, president Haugh & Keenan Storage & Transfer Co.

Secretary, J. Wallace Fager, Miller North Broad Storage Co., Philadelphia.

Treasurer, Frederick L. Harner, vice-president Fidelity-20th Century Storage Warehouse Co., Philadelphia.

Non-chapter directors, E. W. Irwin, president Erie Storage & Carting Co., Erie; E. E. Zeiter, Harrisburg; W. N. Kissinger, president Kissinger Van & Storage Co., Inc., Reading. Philadelphia directors, Walter E. Sweeting, president Atlas Storage Warehouse Co.; Milton C. Harrison, J. H. Walker Storage Warehousing Co., Inc. Pittsburgh director, C. J. Blanck, Blanck's Transfer & Storage Co.

Non-chapter arbitration committee-men, F. F. Lazarus, F. G. Lazarus 20th Century Storage, Bethlehem; R. J. Post, Scranton; James E. Kromer, R. F. Kromer & Sons, Wayne; Robert J. Post, operating executive R. F. Post, Scranton. Philadelphia, William A. Reger, vice-president Atlas Storage Warehouse Co.; Charles McDevitt, partner Federal Storage Warehouses, Pittsburgh, D. F.

Shanahan, president Shanahan Transfer & Storage Co.

Walter E. Sweeting in his report as retiring president said he believed that those "who are adopting the view that business is now normal rather than waiting hopefully for a return of former high levels are in a better mental condition to meet whatever the future holds for us—whether better or worse." While it seemed economically sound for warehousemen to revise downward the prices on "the services or commodities which we are today buying cheaper, either as to material or labor," Mr. Sweeting said, he deplored downward revision on storage rates. He advocated container development as a solution of warehousing's long distance moving problem, believing that once tariffs had been established for handling container movements by weight, warehouses should recover some of their lost packing department business.

C. F. Basin Tippet, Toronto, chairman of the statistical committee of the National Furniture Warehousemen's Association, spoke on "X-Raying Your Business," outlining the committee's activities along the line of his N. F. W. A. convention report at Washington in January.

The association adopted a resolution endorsing the principles of the Public Economy League of Pennsylvania, organized by citizens to promote public interest in the economical businesslike and efficient use of State revenues and to prevent unnecessary extension of State bureau into private business.

It was voted to create a committee of three to consider a suggestion that the association adopt a policy of having the members use the cash or certified method of collection.

#### Ohio Association Elects F. W. Berry Its 1932 President

QUESTIONS discussed at the fifteenth annual meeting of the Ohio Warehousemen's Association, held at the Deshler-Wallick Hotel in Columbus on March 8, included (a) the advisability of sponsoring a movement to secure amendments to Ohio's lien law so as better to protect the warehousemen on storage charges; (b) sponsoring of a law to have warehouses licensed and to compel all warehousemen to take out public liability bonds; and (c) methods of remedying present warehousing conditions arising out of the business setback. While the organization has not functioned actively during the past year, steps were taken for appointment of additional committees to conform with those of the National Furniture Warehousemen's Association.

The nominating committee, headed by Edward Wuichet, Dayton, presented the following names for the board of directors: Charles F. Cohagan, vice-president Merchandise Warehouse Co., Columbus; Arthur B. Compton, vice-

president Lincoln Storage Co., Dayton; John Schlemmer, secretary McKinley Storage & Transfer Co. Canton. These, each to serve three years, were chosen by acclamation, succeeding William R. Kissick, Cleveland, the association's retiring president; William H. Kutschbach, Columbus, and Edward Wuichet, Dayton.

The hold-over members of the board are F. W. Berry, manager Baltimore & Ohio Warehouse Co., Cincinnati; A. W. Greeley, General Storage Co., Cleveland; G. A. Wright, owner Wright Transfer & Storage Co., Marion, and W. J. Thompson, secretary General Fireproof Warehouse Co., Toledo.

After the convention had adjourned the 1932 board met and elected officers as follows:

President, Mr. Berry; vice-president, Mr. Thompson; secretary, Mr. Compton; treasurer, Mr. Wright.

The board will determine when and where the 1933 meeting is to be held.



F. W. Berry, new president of the Ohio Warehousemen's Association

With a blizzard raging, the Columbus convention was sparsely attended, and many of the delegates were late in arriving. President Kissick, in his annual report, recalled his 1931 prediction of better conditions by now and conceded he was not a great prophet; but he was still optimistic, he said, and, quoting extensively from national business authorities, professed his belief that a steady improvement lay ahead, declaring the worst was over. He placed much faith in President Hoover's reconstruction finance corporation, saying it would restore confidence and general business, with warehouse volume favorably affected.

Mr. Kissick pointed to price-cutting as one of the industry's greatest evils today and pledged the organization's aid toward its discontinuance, declaring it threatened to disrupt warehousing.

W. Lee Cotter, Mansfield, and William E. Hague and William H. Kutschbach, both of Columbus, were appointed a

committee to edit the by-laws and arrange for printing and distributing them to the membership.

Members urged the association go on record as favoring enactment of State legislation providing for licensing and bonding of all warehouses in order to keep "fly-by-night" storage organizations out of the business. Neither on this suggestion nor on the lien amendment plan was any action taken by the convention.

M. Y. Cooper, a former Ohio governor, urged business men to join in the campaign against hoarding.

A. H. Greeley, Cleveland, acting as the meeting's secretary, urged enactment of a Federal law to permit Federal Reserve banks to receive deposits, and the establishment by the Government of an international bank to handle all international loans, whether made by the United States or by private capital. Such an international institution, he believed, would result in less loaning to foreign countries and would tend to relieve pressure at home.

H. T. Morris, extension manager of the Columbus Better Business Bureau, which is attempting to aid that city's transfer industry, told of the success in inducing Columbus newspapers to do housecleaning in their advertising offered by unstable moving and storage organizations.

—J. W. Lehman.

#### "ConnWA" Members Discuss Containers

MEMBERS of the Connecticut Warehousemen's Association departed from their usual schedule March 10, combining the monthly business meeting with a tour of the Norwalk Tire & Rubber Co. plant, Norwalk. They were shown the entire process of fabricating truck and passenger car tires.

The business session, which followed a two-hour inspection of the plant, was featured by a report on the container situation presented by E. C. Palmer, New Haven, acting as secretary in the absence of his father, William R. Palmer.

Mr. Palmer described the two main types of containers now in use, permanent and temporary, explaining their construction and the materials used. He quoted at length the experience of the Miller North Broad Storage Co., Philadelphia, in the use of wooden containers (discussed previously in *Distribution and Warehousing*).

The average weight of container-packed household goods was about eight pounds per cubic foot, minus the weight of the container, Mr. Palmer said, adding that the Smedley Co., his firm, had been able to build a crate container, pad, wrap and pack the furniture at a cost of about 15 cents a cubic foot. He warned that containers must be properly braced in freight cars, and said that a strapping machine for this purpose was now available on a rental basis.

E. W. Schultz, New Britain, chair-

man of a special committee on insurance, gave a report of preliminary research on warehouse insurance. He declared that vehicle rates were made by the truck driver and urged warehousemen to participate actively in safety campaigns, using dashboard cards, posters, safety meetings and contests.

The president, William H. Schaefer, Stamford, appointed J. W. Connelley, Hartford, as head of a special committee to study mothproofing preparations and methods. The association now has a number of such special studies under way, covering widely divergent phases of the industry.

President Schaefer suggested that the tenth anniversary, next July, of the association's birth be observed with some sort of ceremony, probably a field day, to which all employees of member warehouses would be invited. The proposal was unanimously approved.

After the meeting, officers of the Norwalk Tire & Rubber Co. played host to the warehousemen at a dinner at the Fountain Inn, Norwalk, with John W. Whitehead, president, and Arthur A. Hall, manager of the company's automotive division, doing the honors.

Entertainment was provided by several members, with J. W. Connelley acting as master of ceremonies. E. C. Palmer sang the Volga boat song in Russian.

—Charles B. Barr.

### U. S. Chamber Survey Shows Strength Among Trade Organizations

THE Trade Association Department of the Chamber of Commerce of the United States has completed a survey of trade associations' membership and income changes and finds "a general condition of strength, although," as expected, a general decline in both membership and income is recorded.

One hundred and ninety-eight associations reported a total income of \$10,541,524 in 1931, a decrease of \$1,260,747, or 10 2/3 per cent, from 1930. A survey by the Chamber about a year ago showed a 3 per cent drop in the 1930 income as compared with that of 1929.

As of January, 1932, membership totaling 132,933 was reported. This was a falling off of 8,884, or about 16 1/4 per cent, as compared with the previous corresponding date. The previous membership change showed a 1930 decrease of 1 per cent as compared with 1929.

"Contrary to this general moderate decline," says a statement by the Chamber, "a few associations report serious losses in membership or income or both. At the other extreme, 60 associations reported an increase in membership and 54 an increase in income during the year.

"It is interesting to note that nearly 20 per cent of the associations reporting a smaller membership reported a greater income.

"The year 1931 also recorded the for-

mation of a number of new associations."

Major association activities, it is pointed out, cover a wide range of subjects. These include accident prevention, accounting, cooperative advertising, arbitration, business standards, certification and grading of products, the elimination of unfair trade practices, credit service, economic planning, employer-employee relations, employment service and stabilization, insurance, inspection service, labor problems, legal aid, cooperative marketing, research, standardization and simplification, tariff, taxation and a score of other activities of vital interest to successful business management.

### C. J. Hamilton Is New President of Maryland F. W. A.

THE Maryland Furniture Warehousemen's Association held its annual meeting on Feb. 8 in Baltimore and elected officers for 1932 as follows:



Cornelius J. Hamilton, who has been elected president of the Maryland Furniture Warehousemen's Association

President, C. J. Hamilton, president Security Storage Co., Baltimore.

Vice-president, M. A. Parrish, owner Hampden Transfer & Storage Co., Baltimore.

Secretary, H. G. Warfield, secretary Graham's Storage Warehouse Co., Baltimore.

Treasurer, H. E. Podlich, president Broadway Storage Co., Inc.

### A. E. Smith Heads Local in Wichita

THE Wichita Warehouse and Transfermen's Association at its annual meeting, held on Feb. 16, after being postponed from January, elected officers for 1932 as follows:

President, Alva E. Smith, secretary-treasurer Merchants Transfer & Warehouse Co., Inc.

Vice-president, A. E. Laird, Cassell Transfer & Storage Co.

Secretary, W. H. Furgason, Bryan Southwest Transfer & Storage Co.

Treasurer, W. E. Crowl, United Warehouse Co.

The retiring president, Murray E. Cuykendall, manager Brokers Office & Warehouse Co., was chosen a director.

### New Jersey Committees

Frederick Petry, Jr., Trenton, president of the New Jersey Furniture Warehousemen's Association, has announced appointment of committees for 1932. The committees designated and the chairmen are as follows:

Laws and legislation, Norman M. Hotchkiss, Summit. Uniform methods, William T. Bostwick, Jersey City. Freight transportation, John Mullins. Cost accounting, James E. Mulligan, Newark. Motor transportation, Griswold B. Holman, Rutherford. Program, A. W. Alesbury, Insurance, Willard Eldredge, Atlantic City. Membership, Richard Coyne, Jr., East Orange. Advertising and publicity, Charles Sebold, Elizabeth. Entertainment, the association's secretary, Frank J. Summers, Newark.

### Wiesenfeld Again Heads Local in Jacksonville

THE Jacksonville Warehousemen's Association held its annual meeting on Jan. 14 and reelected officers as follows:

President, Henry Wiesenfeld, president Wiesenfeld Warehouse Co.

Vice-president, Horace C. Avery, vice-president Union Terminal Warehouse Co.

Secretary-treasurer, S. W. Marshall, Jr., secretary-treasurer Commodore Point Terminal Co.

### Healey Company Installs Rug-Cleaning Department

The Thomas F. Healey & Sons Warehouse & Storage Co., Inc., operating in the Flatbush district of Brooklyn, has installed a complete carpet-cleaning unit in its building at 2521-25 Tilden Avenue.

Instead of the customary and expensive outside-the-warehouse plant, the firm is using less profitable space for the service. An area 25 by 30 feet in the rear of the second floor was concreted and made hollow so that the largest domestic runs can be washed and shampooed. Back of this space has been built, on the roof, a dryer, making it possible to give rugs and carpets ample sunlight and air-drying, which is ideal in restoring gloss and fluff.

The installation cost about \$10,000 and is expected by the company to be a valuable side line.

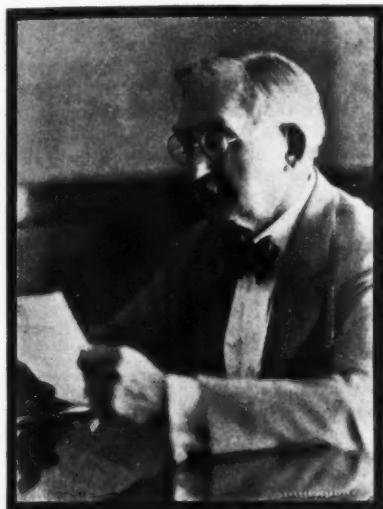


**Judson M. Davis Passes;  
Was Chairman of Board of  
Lyon Van & Storage Co.**

JUDSON M. DAVIS, chairman of the board of directors of the Lyon Van & Storage Co., Inc., and one of the organizers of the National Furniture Warehousemen's Association, died of pneumonia in Los Angeles on March 10. A pioneer in the van and storage industry of California, he was seventy-three years old.

In the one-time residence at 935 West Washington Boulevard, where he had lived for twenty-eight years, and now occupied by a mortuary, funeral services were held on March 14. Interment was in the Inglewood Cemetery, Inglewood, Cal.

Born at Lowell, Ind., March 8, 1859, Mr. Davis went to California with his



Judson M. Davis, California storage executive who died on March 10 at age of 73

parents fifty-three years ago and engaged in the carriage and buggy business in Los Angeles and Sacramento. Admitted to the bar in 1887 while living in Oakland, he returned to Los Angeles in 1892 to become associated in the practice of law with Charles Post and Robert Kemp under the firm name of Davis, Post & Kemp.

How Mr. Davis happened to enter warehousing was told by Roy Alden in a "Family Album" sketch of Mr. Davis in the October, 1926, issue of *Distribution and Warehousing*.

"The legal profession lost a mighty good lawyer and the warehouse profession gained a mighty good warehouseman when the dictates of fate called for a switch in the vocation of Judson M. Davis," Mr. Alden wrote.

"For twenty-five years Mr. Davis practiced before the bar of justice and gained a wide reputation as a civil lawyer. His was not a college education, but one that was obtained as a law clerk. He learned the law business from the ground up and

burned the midnight oil in achieving his self-education. So extensive did his practice as a lawyer become that his health broke down under the weight of his labors and responsibilities, and he was forced to seek rest and retirement.

"While on the road to recuperation, E. C. Lyon, who was a client of his law firm, interested Mr. Davis in the establishment of a warehouse business. At that time Mr. Davis had never been inside of a warehouse and knew nothing of the business, but Mr. Lyon sold him on the idea that there were no peculiar mysteries that had to be fathomed.

"At the outset Mr. Davis did not intend to take an active part in the management of the business, but he later became deeply absorbed in his new venture. Ten years ago he purchased the interest of Mr. Lyon, and since that time he has been president of the old Lyon Fireproof Storage Co., Los Angeles.

When the Lyon and other Pacific Coast organizations combined to form the present Lyon Van & Storage Co., Inc., operating in various California cities, Mr. Davis became chairman of the board. After helping to organize the N. F. W. A. he served for a time as one of its vice-presidents and was for several years chairman of the National's legislative committee.

Mr. Davis was a member of the N. F. W. A., the Canadian Storage & Transferrers' Association, and the California Van & Storage Association. He belonged to the Baptist Church; was a life member of the Live Oak Lodge, No. 61, F. & A. M., Oakland, and a member of Oakland Chapter, No. 36, R. A. M.; Los Angeles Commandery, No. 9, Knights Templar; Los Angeles Consistory, Scottish Rite; and Al Malaikah Temple, Nobles of the Mystic Shrine, and belonged to the Los Angeles Country Club.

Mr. Davis leaves a widow, residing at 228 South Wilton Place, and a son, John S. Davis.

**Death Takes George Turner  
at 72; Former Storage Man  
Was Picturesque Character**

GEORGE E. TURNER, probably one of the West's most picturesque personages identified with the warehouse and moving field and formerly president of the old Turner-Denver Moving & Storage Co., Denver, died on March 7 at the Presbyterian Hospital in Denver after having suffered a stroke a few hours earlier. He was 72 years old. Mr. Turner is survived by his widow, Mrs. Evelyn Turner, and a son, Merle E. Turner, a Los Angeles storage executive and a past president of the California Warehousemen's Association.

"The World Moves, So Does Turner," a slogan which George E. Turner used on his vans for years, aided in making the Denver warehouseman widely known in the State where he operated. His passing brought to a close a career of fifty years in the moving business. He pioneered with an express wagon and

climaxed with a six-story building at Fourteenth and Arapahoe Streets—a plant now operated by the Bekins-Turner Moving & Storage Co.; two years ago, Mr. Turner, retiring at 70 as Denver's oldest active business man, sold his business to the Bekins Moving & Storage Co., operated in Pacific-Northwest cities by Daniel Bekins, for a reported price of \$250,000.

Mr. Turner reached Denver in 1861 by stagecoach, over a line operated by his father, from Cass County, Iowa, his birthplace. In later years, proud of his pioneer stock, he helped found the Sons of Colorado and served as this organization's president.

The romance of the Old West was preserved by Mr. Turner in the creation of his "Tiny Town," a miniature city located in Turkey Creek Canyon in the mountains near Denver. This show-



George E. Turner, Denver warehouseman, who died on March 7, aged 72

place, the delight of children and which thousands of tourists have visited, is a doll-like city with replicas of famous mines and buildings of the West's early days. Inspection of "Tiny Town" was one of the entertainment features of the program of the Denver convention of the old Central Warehousemen's Club about ten years ago.

Mr. Turner's hobbies had their roots in the Old West and included a famous collection of whisky bottles from the saloons of long-forgotten "ghost towns."

A charter member of the National Furniture Warehousemen's Association, from which he later resigned, George E. Turner was a familiar figure at the National's earlier conventions by reason of his peculiarities of attire. Sometimes he would enter meeting hall or dining room dressed in a suit, half-fireman's and half something else; an evening's formal occasion might find him clad in another half-and-half garb, partly tuxedo and partly a business suit of gray. Afternoon dress might be half green

and half white. Invariably these would be split vertically, from hat to shoes. Obviously, they so attracted attention that there was not a convention delegate who could not immediately identify George E. Turner. Apparently, he was never at all self-conscious while thus presenting himself in public, but retained his poise in the face of comment and staring and enjoyed himself hugely.

#### **Albert C. Muntz Dies; Founded Firm in Elgin**

**A**LBERT C. MUNTZ, founder and president of the Elgin Transfer & Storage Co., Elgin, Ill., died on March 7 at his home at 808 North Spring Street, Elgin, after a second stroke of paralysis last December. Exactly a year prior to his passing he suffered the first stroke. He was in his seventy-first year.

Born in Elgin, Mr. Muntz was a lifelong resident of the Illinois city. He began his business career in 1880 at the age of nineteen, when with F. J. Frike he opened a harness shop. Indoor work proved irksome and in 1884, with horse and wagon as assets, he started a transfer and storage business. At the time of his death he owned and operated several household goods and merchandise warehouses, including a modern plant on Brook Street, which cost him \$100,000 to build several years ago. The company operated a fleet of trucks and vans between Elgin and Chicago and a branch terminal in Chicago. The Muntz motor permit was the first one issued by the Illinois Commerce Commission.

Mr. Muntz was a member of the National Furniture Warehousemen's Association and the Illinois Furniture Warehousemen's Association. He was a director of the Union National Bank, Elgin, and a member of the Elgin B. P. O. Elks. He is survived by his widow, Mrs. Cora M. Muntz; three sons, two daughters, a brother, two sisters and eleven grandchildren. One son, Albert W., is the warehouse company's treasurer, and another, Herbert C., is the firm's manager and operating executive.

#### **J. B. Flemming**

Funeral services were held recently for James B. Flemming, president of the Flemming Transfer & Warehouse Co., Birmingham, Ala. He was 42 years old. Mr. Flemming was formerly associated with Charlie's Transfer Line, Birmingham.

#### **Eardley Succeeds Budd**

E. Frank Eardley, for the past seven years traffic manager of the Jennings-Cornwall Warehouse Co., Salt Lake City, has been appointed manager of the Central Warehouse in that city. He succeeds C. C. Budd, recently resigned.

Before joining the Jennings-Cornwall organization Mr. Eardley was associated with the traffic and sales department of the Utah-Idaho Sugar Co.

#### **Terminal and Bailey Seek to Collect \$6,000,000 Damages; Illegal Rebating Is Alleged**

**T**HE Terminal Warehouse Co., Philadelphia, and Walter A. Bailey, owner of the Bailey Warehouse Co., Philadelphia, each filed a suit in the United States District Court, Philadelphia, on March 12, to collect damages from the Pennsylvania Railroad Co. and the Merchants' Warehouse Co., Philadelphia, for alleged rebating. The amount asked totals \$6,000,000.

The Terminal Warehouse Co. claims \$4,500,000 and Mr. Bailey claims \$1,500,000. Both are competitors of the Merchandise Warehouse Co. in eastern Pennsylvania.

Both suits charge the railroad and the Merchants' Warehouse Co. have been engaged in illegal rebating practices for more than forty years, to the detriment of the plaintiffs. The suits are based on a decision by the United States Supreme Court last May. That tribunal held that the arrangement between the Pennsylvania Railroad and the Merchants' Warehouse Co., whereunder the former paid the latter special allowances for

principal trade and commercial organizations in Philadelphia, aligned themselves with the Merchants' company and the railroads in a fight to have the practice and arrangements continued.

They maintained that the practice was most essential to the business of the port of Philadelphia and averred that if the Court ordered it stopped, after it had been in operation for more than forty years, it would seriously disrupt a smoothly running machinery for the delivery of inbound freight from all parts of the country, and do harm to the business of individuals and corporations.

The Terminal Warehouse Co. owns and operates nine storage houses along freight lines of the Pennsylvania Railroad in Philadelphia, and Bailey has two. The law firm representing them includes in its membership William A. Schnader, State Attorney General.

While the Pennsylvania does not restrict its shippers to the use of the Merchants' warehousing facilities, it has granted so many concessions to that company, it is averred, in the way of free storage, tracks and other important elements in the business that shippers turn their business to it with the result that the "independent" companies have little chance in the business.

Harvey C. Miller, president of the Merchants' Warehouse Co., said that at this time he would withhold comment either on the claims or their basis.

#### **Personals**

Elmer Johnston, president of the Johnston National Storage, Ltd., Vancouver, has been elected chairman of the bureau of transportation and customs of the Vancouver Board of Trade.

George M. Richardson, general manager and treasurer of the Merchants' Warehouse Co., Philadelphia, and Walter B. McKinney, assistant to the president, have been elected directors. J. B. Hutchinson has retired from the directorate.

Malcolm A. Keyser, president of the M. A. Keyser Fireproof Storage Co., Salt Lake City, has been nominated as a director of the Domestic Distribution Department of the Chamber of Commerce of the United States. Elections will take place at the Chamber's meeting at San Francisco in May.

C. Van Wyck Mott, secretary of the United States Storage Co., Inc., Washington, D. C., has been elected grand master of his Masonic lodge.

#### **Fur Vault Added**

The Blakeslee Co., a warehouse firm in Waterbury, Conn., has installed a complete fur storage department. A fire-proof vault has been built into the firm's Meadow Street plant.

#### **POSITION Wanted**

**S**ALVAGE sales agent for surplus, unclaimed, damaged merchandise.

Have had long experience, with extensive connections.

Address Box Q-596, care of Distribution and Warehousing, 249 West 39th Street, New York City.

handling "package freight," such as flour, grain, canned goods and similarly packed merchandise, was illegal because it constituted rebating that was injurious to competing storage warehouses. This arrangement had been in operation in Philadelphia for upwards of forty years with the Merchants' Warehouse Co. and the Pennsylvania and with other warehouses, and the Baltimore & Ohio and the Reading Co. with other warehouses for lesser periods.

The complaining companies charge that the object of the special allowances was to induce the Merchants' Warehouse Co. to give all its outbound shipments to the Pennsylvania Railroad; and, in addition to giving special payments to the warehouse, ostensibly for expediting the delivery of inbound freight, the railroad, it is alleged, built and paid for many special shipping facilities at the Merchants' company which the other warehouses or "independents" had to pay for themselves.

Some months ago the Interstate Commerce Commission issued injunctions, ordering all three railroads to stop the payment of charges for handling their package freight, and grain dealers and other merchants, in addition to the prin-

## Horne and Emmertz Favor Three Nye Bills to Amend the Trade Commission Act

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1163 National Press Building.

FEDERAL regulation of the commercial cold storage industry as a public utility would be welcomed by himself and many other members of the industry, Frank A. Horne, president, Merchants' Refrigerating Co., New York, told a sub-committee of the Senate Judiciary Committee at a hearing on Feb. 24. Mr. Horne is general vice-president of the American Warehousemen's Association.

Commercial cold storage companies occupied the position of quasi-public service corporations, Mr. Horne said, and because of that he would not object to a limitation of the profits of cold storage companies, if it were done in a way similar to present regulation of the railroads.

Mr. Horne's testimony came during a series of hearings on three bills introduced by Senator Gerald P. Nye, North Dakota, seeking to amend the Federal Trade Commission Act in several respects. Senator Nye said frankly that the bills were aimed at the growth of chain stores and monopolies. Mr. Horne appeared in support of the measures.

The statement by Mr. Horne that he favored Governmental regulation of the commercial cold storage industry came during a colloquy with Senator Sam G. Bratton, New Mexico, a member of the sub-committee, on one of the Nye bills which proposed to declare unlawful the selling of goods below cost.

Mr. Horne explained that the bill should be amended to include the sale of service below cost if it would be applied to the storage industry. He said he favored Governmental price fixing of storage rates to the extent that it would forbid giving service below cost.

"How would you justify the Government undertaking to protect the cold storage industry against price cutting below cost of service, but keeping its hands off when prices are raised?" asked Senator Bratton. The bill seeks to regulate only price cutting and places no limitation on maximum prices.

"Because we feel this is an unfair method of competition which Congress itself has declared illegal, and we are doing what Congress declared," Mr. Horne replied. "Personally I, and a good many others in our industry, would welcome some public utility control of our industry, because we are a quasi-public service corporation, and in that case I would not object to a limitation of profits, as is being done by other public utilities.

"In fact, our industry will favor a public utility Act, because we believe that we are serving the public. We are dealing with the necessities of life, and we should come under some kind of regulation. That is the reason we favor this sort of thing, because it is an

approach to Government regulatory supervision of our industry."

"And you favor such regulation extending to the point of controlling profits?" inquired Senator Bratton.

"I would not object to it if it were uniform of application, if the Government has authority to do it as it does in the case of the railroad," Mr. Horne said. "In fact, I think we would welcome a reasonable regulatory control of this kind, even going so far as to regulate the percentage of profits we might make. That is not contemplated here."

In appearing in support of the bills Mr. Horne said he represented the American Warehousemen's Association, and that he was chairman of the trade practice committee of the commercial cold storage industry.

N. A. Emmertz, vice-president and general manager of the Chicago Cold Storage Warehouse Co., also appeared in behalf of the bills.

The measure principally discussed is S. 2626, which proposes to give the force of law to trade practice conference rules adopted by industries under supervision of the Federal Trade Commission.

In introducing his bills, Senator Nye explained that under the present law trade practice conference rules were "accepted and promulgated by the Federal Trade Commission today, and perhaps tomorrow many of them are scrapped, and some of these again confirmed by the Commission the next day."

"The uncertainty thus occasioned has all but destroyed the usefulness of the conferences," he continued. "The proposed legislation absolutely prevents this by providing a means whereby any rule has an opportunity to be judicially determined, which is not possible at the present. This wipes out uncertainties; and to provide a fair competitive field is greatly to the independent dealer's advantage."

The second Nye bill (S. 2627) proposes to establish a Federal Trade Court to be composed of one chief justice and eleven associate justices, with branch Courts in each of the ten judicial circuits of the United States. The court would assume the powers of United States Courts now have respecting violations of the Federal Trade Commission Act, the Sherman, Clayton and other anti-trust Acts.

The third measure (S. 2828) relates to unfair price cutting.

Alluding to the bill to legalize trade practice conference rules, Mr. Emmertz said some members of the commercial cold storage industry now questioned whether the rules adopted under the present system had "teeth." He said there was a feeling that better results could be obtained if the Nye bills were passed.

"We are told quite frequently that Congress is regulating business too much, that it is projecting the Government into too many avenues," Senator Bratton said. "What are your views about that?"

"My views on that are when you get

(Concluded on page 47)

## Kendall Is Again President of the Yellow Vans Group

THE annual meeting of Yellow Vans Associated was held at the Santa Barbara-Biltmore Hotel in Santa Barbara just prior to the convention of the California Van & Storage Association late in February. Martin H. Kennely, Chicago, president of the National Furniture Warehousemen's Association, addressed the group, which elected officers and directors as follows:

President, Jackson W. Kendall, manager of the Crown Transfer & Storage Co., Pasadena.

Vice-presidents, C. A. Buck, owner of the C. A. Buck Transfer & Storage Co., Burlingame, Cal., and D. H. McDonald, secretary of the City Transfer & Storage Co., Seattle, Wash.

Treasurer, Charles H. Samuels, secretary of the U. C. Express & Storage Co., Oakland.

Secretary, Mrs. V. Laverne Mason, 4601 Shattuck Avenue, Oakland.

Directors, C. Fred Baker, manager of Baker's Transfer & Storage, Bakersfield, Cal.; Harry H. Creemens, manager of the Los Angeles Warehouse Co., Los Angeles, and George W. Rodolph, president of the Pierce-Rodolph Storage Co., Ltd., San Francisco.

Yellow Vans Association was two years old on March 15 and has grown from the original group of five to twenty members. During the two years it has handled, according to Mrs. Mason, 6,500,000 pounds of household goods, exclusive of local and long distance moving, and has reciprocated 55 per cent of the tonnage received from eastern warehouses.

## F. C. Adams Honored

Resolutions of appreciation were presented on March 9 by the board of directors of the Kansas City Chamber of Commerce and the shippers transportation committee of that organization to F. C. Adams, a member of the organization fifteen years, and during that time a member or chairman of the transportation committee.

Mr. Adams, vice-president of the Adams Transfer & Storage Co., has done notable work for the chamber and his committee in transportation matters. His committee activities have been transferred from the shippers' committee to the carriers' committee due to his establishment of a motor trucking business.

## Indianapolis Firm Expands

The Central Transfer & Storage Co., Indianapolis, has taken over under lease the concrete and steel frame building formerly occupied by the Marmon Motor Car Co. at Kentucky Avenue and Morris Street. The structure, containing 25,000 square feet of floor space, is being remodeled to suit the needs of the storage firm.



### **Harrison Uses Telegraph in a Successful Plan to Collect Money in Arrears**

**W**HAT is the household goods storage executive doing to get money in arrears owed by customers who have been delinquent in this period of hard times?

The question is a subject which has been on the program of nearly every convention in the industry in recent months. Of interest is the plan tried by the J. H. Walker Storage Warehousing Co., Inc., Philadelphia. Milton C. Harrison, an executive in the Walker organization, outlined the idea in a talk at the recent annual meeting of the Pennsylvania Furniture Warehousemen's Association, as follows:

"The last week in January we decided to compile our list of delinquents, or what in former years has been known as our 'sales list.' Due to the depression on one hand and the low market for used furniture on the other, we decided that it would not be the kindest or the wisest thing in the world to sell these goods, unless we were forced to do so, by the customer's abandoning them. We, therefore, thought it would be a good idea to try to stir them up and we certainly succeeded through the medium of Western Union Telegraph Co.

"When our list was completed we had sixty-eight names of customers that we had accurate mailing addresses for. We sent to each of these a ten-word telegram and, to facilitate bookkeeping matters, a nominal charge of fifty cents per message was charged. One hour after the Western Union messenger had left our office with the list of names and addresses and the uniform message, the telephone lines began to get busy with the recipients of notices. Twenty-four hours later we had replies from one-half, and payments from all but two or three of that half. Up to date we have received communications from fifty, and 90 per cent of these have made payments already, the other 10 per cent having promised to pay something before the sixth of February, with the exception of one who has been granted an extension of time to the fifteenth of February. Our 'sales list' today is comprised of eighteen names. We probably will follow this up by sending legal notices to the lots remaining, but we feel that we have eliminated a lot of trouble and clerical work.

"In addition to quick action, startling results, less clerical work on the part of our office employees in a few instances, we found that we got more accurate addresses than we had on our customers' ledger. When a telegram was sent to an address where the customer no longer lived, the messenger was given a forwarding address, and in some cases more than one forwarding address. The telegraph company notified us of the customer's removal and each forwarding address, together with the final delivery point. We in turn made the proper notations on our customers' ledger. While a person is reluctant about giving any

information about a neighbor who has moved, either to the mailman or the registered letter carrier, he usually is very solicitous when a Western Union boy arrives. This message looks more important and proves to be far more effective."

### **Concentration on Big Accounts Adds 15% to Jefferson's Business**

**T**HE big accounts of a merchandise storage plant are the ones that pay well, in the opinion of A. H. Webster, manager of the Jefferson Terminal Warehouse, Detroit. Through them the Jefferson has increased its business 15 per cent in a bad year for business as a whole, he stated. To quote Mr. Webster:

"Small accounts are subject to too much competition. The number of warehouses that feel this is the best for them to handle makes the field too limited, for the volume of business. Prices are too low. The margin of profit is such that any decrease in the accounts is sure to cause a loss. Moreover, the type of service required by the big customer who maintains his own staff and equipment is much more profitable to the warehouse than the small accounts. Overhead costs are greatly reduced.

"As an example of what we have done, a large can manufacturer discontinued the Detroit factory. We went to them with a proposition to put the warehouse in our building, and to lease theirs—which they did, at a big saving to them and a nice profit to us."

### **Do Space Rentals Net More Than Open Storage in Public Warehouses?**

(Concluded from page 11)

what they will pay or an office, and usually it is nothing or close to it."

And, from a veteran warehouseman whose observations are always of prime accuracy, is this opinion:

"So far as offices for tenants of a warehouse are concerned, the tenant always expects a warehouseman to furnish office room either free or at a merely nominal rate, and never at prices commensurate with what the tenant would pay in an office building for the accommodation he requires. Thus the furnishing of offices for tenants is merely another method of cutting rates and cutting the warehouseman's revenue. It should be discouraged rather than promoted."

### **H. W. Tanner Now Partner**

Harmon W. Tanner, who has been associated in his father's business, the Tanner Fireproof Warehouses, Detroit, has been taken into the firm's partnership. He and his father, Lewis H. Tanner, are now the owners.

### **Love Cautions Cold Storage Warehousing on Excessive Loans**

**T**HE cold storage warehouse executive must find some way to get out of the banking business, in the opinion of George Love, vice-president and general manager of the Detroit Refrigerating Co. and a member of the Association of Refrigerated Warehouses, a division of the American Warehousemen's Association.

"Warehouses," Mr. Love said in an interview with *Distribution and Warehousing's* Detroit correspondent, H. F. Reeves, "now finance up to 75 per cent of the goods which they receive. To get new accounts, or even to retain old business, they must advance the cost of goods brought in, even going further than this sometimes.

"Total financing is not rare. Some houses will even do this and assume all the costs of operation and handling, to be reimbursed out of the uncertain profits of the enterprise.

"This condition is bad for the industry. It increases the risks, and does not increase profits. The warehouse makes no more money than in the past. In fact, even less. The working capital is made much larger, and the return is the same, making the rate of profit smaller. Finally, the dangerous risks assumed spell disaster for the industry.

"The warehouseman must find some way to get out of the banking business."

### **J. L. Wilkinson Ill**

John L. Wilkinson, president of the Carolina Transfer & Storage Co., Charlotte, N. C., was removed to a local hospital for treatment about the middle of March and it was announced that as soon as his condition warranted an operation would be performed for the removal of his gall bladder.

Mr. Wilkinson is president of the North Carolina Truck Owners' Association and a past president of the Southern Warehousemen's Association.

### **Adding Side Lines**

The Hardware City Storage Co., New Britain, Conn., has installed a furniture cleaning department and is preparing to inaugurate a complete extermination service, according to E. J. Struck, vice-president and general superintendent. The concern operates five warehouses in the New Britain area.

### **New Connecticut Firms**

The K. F. Warehouse Co., South Windsor, Conn., has been incorporated with authorized capital of \$50,000, of which \$1,000 is paid. S. J. Kahn is president; B. C. Kamerman, secretary, and Lewis Fox, treasurer.

A. E. Hurlbut and H. L. Gold have filed a trade name for the New Britain Storage Co., 330 Park Street, New Britain, Conn.

## Horne and Emmertz Favor Three New Bills to Amend The Trade Commission Act

(Concluded from page 45)

to the point where the Government actually buys and sells commodities I think they have gone too far into business," Mr. Emmertz replied. "On the other hand, we need the assistance of the Government to maintain livable, fair business conditions, and there is no one that can get along without aid of the Government in that direction.

"Undoubtedly the trade practice conference provides the best means for co-operation between Government and business for the elimination of unfair and illegal practices. It is badly needed by business and is in the public interest. Were the Commission to follow the method of investigations and prosecutions in the Courts, the time before relief could be obtained would be too long and the litigation expenses would run into the millions as against the small cost of carrying on the trade practice conference movement."

### Rules Have Helped

Answering a question by Senator Daniel O. Hastings, Delaware, chairman of the sub-committee, Mr. Emmertz said the trade practice conference rules adopted by the cold storage industry had been helpful "to a very large extent." He introduced a copy of the rules into the record at the request of Senator Hastings.

Mr. Emmertz said the anti-price cutting bill would have little effect on the cold storage industry because competition in that business was so keen that it automatically fixed prices and kept them "almost on a level." He said, however, that, generally speaking, he favored a Federal law forbidding the sale of commodities below the cost of production.

"The cold storage industry of the United States, with about 750 units (many of them small), 450,000,000 cubic feet of refrigerating space and representing an investment of over \$250,000,000, has in the last decade passed through a period of excessive over-expansion with a corresponding increase of ruinous, unfair competition," Mr. Horne said, in opening his testimony. "Among the abuses have been discriminatory practices in rates and conditions, such as excessive loans inducing speculation in food products, secret rebates, allowances and concessions and other unfair practices.

"The industry looked upon the trade practice conference movement under the Federal Trade Commission with great expectations as a way out of their troubles."

He said the revised rules issued on Nov. 9, 1931, were "fairly satisfactory." The industry, he said, had been greatly helped by the discussion and codification of standard trade ethics underlying the rules, and abuses had been "somewhat abated." Further amplification and authority was needed to provide for

strict enforcement and impartial investigation of violations, he added.

He said his organizations favored the Nye bills for these reasons:

They provide definite statutory authority and specific procedure for trade practice conferences and set standards for legalizing rules adopted by the industry and approved by the Federal Trade Commission.

They make it possible to have rules, within the law, framed in simple and understandable terms, and provide means for testing legality of rules suggested by an industry.

The bills provide a basis for enforcement and determination of controversies not now assumed under the present law and procedure.

The rules, when approved by the Commission, are binding on the entire industry after privilege of participation has been extended to all members of the industry.

The rules provide that should any of them prove to be oppressive and against the public interest, such rule can be reviewed and revoked.

The bills give legal sanction to a process which supplements and safeguards the anti-trust laws so that ruthless competition shall not issue in monopoly. Stimulation, and not restraint of trade, will be the obvious outcome of the enactment of these bills.

"In general," he said, "we favor this legislation as a step in the direction of the stabilization of the present unfortunate economic situation and the correction of some of the evils incident to the depression in a planned supervision by existing agency prohibiting unfair, destructive and wasteful competition, which otherwise would inevitably have a tendency to promote monopoly, and destroy private initiative and the survival of many small concerns."

—Stephens Rippey.

### Grand Trunk's Good 1931

The Grand Trunk Railway Terminal & Cold Storage Warehouse Co., Detroit, experienced in 1931 the best year in the history of the company, according to Harry S. Hall, vice-president. He attributed this to concentration on national accounts, three of which have been added within a month. The firm was established in 1927.

### A Driver's Feat

Earl McQuillen, a van driver for the Mansfield Transfer & Storage Co., Mansfield, Ohio, drove a truck loaded with household goods 2127 miles from March 2 to March 12. This is an average of more than 200 miles a day and McQuillen thinks it something of a record in his profession.

His original load he discharged at Pittsburgh, picked up another there for Detroit, and carried other loads from Detroit to Chicago, from Chicago to St. Louis, from St. Louis to Louisville, and from Louisville to Mansfield. He drove a 1000-cubic foot van weighing five tons when empty.

## W. C. Mulligan Organizes New York Midtown Firm to Serve Metropolitan Area

THE Mulligan Midtown Warehouse, Co., headed by W. C. Mulligan, has taken over 50,000 square feet of floor space in the big Starrett-Lehigh Building at 13th Avenue and West 26th Street, New York City, and will operate it as a general merchandise warehouse and central distributing point for the metropolitan district.

Mr. Mulligan has for the past fifteen years been head of W. C. Mulligan, Inc., general truckmen and forwarders.

The new warehouse unit has a 200-foot loading and unloading platform with Lehigh Valley Railroad siding inside the building. This section, as well as the rest of the structure, is concrete, fireproof and sprinklered.

The plans which have been made for distribution in the New York area call for the use of seventy-two motor trucks, with facilities at the platform to handle both single packages and full carload lots. The lot system and inventory record system will be employed.

Daily delivery and pick-up schedules have been worked out which will cover Manhattan, Bronx, Brooklyn, Queens, Staten Island, Long Island, territory north along the Hudson River, and in New Jersey as far as Newark.

In addition to the local domestic distribution the service will include export and import freight handling.

## Oregon Court Ruling Affects Warehousemen

The Oregon State Supreme Court handed down an opinion on March 13 affecting warehouse firms and others which are contract haulers not classified as common carriers and not operating between definite termini. Such firms, the Court ruled, are subject to the Legislature's 1929 Act providing for collection of an additional tax of 50 per cent based on the regular license fee for vehicles weighing less than 4500 pounds, and of 100 per cent additional for vehicles in excess of that weight.

The opinion, affirming a ruling by a lower tribunal, was written by State Supreme Court Justice Rosman in a suit brought by the Portland Van & Storage Co., Inc., and fifty other plaintiffs to restrain State and Marion County authorities from enforcing the 1929 Act.

## Wolverine Reelects

The Wolverine Storage Co., Inc., Detroit, has added Anthony Bodde to the board of directors and the other directors have been reelected. Officers for the new year have been elected as follows:

President, Alfred J. Garska. Vice-presidents, Anthony Bodde and Leo K. Hennes. Secretary and general manager, Frank X. Zech. Treasurer, Anthony Bodde.

### Career of Buell G. Miller Reviewed in "Family Album"

(Concluded from page 21)

there was no money to be made in the furniture warehousing business, but was unconvinced and was determined to learn how success could be accomplished. He made a point of chatting with the heads of warehouses more successful than that with which he was connected, and worked out problems in the management of equipment and rolling stock. Only horse-drawn vans were in use at that time.

Young Miller brought to the van drivers more contentment and pride in their work than they had enjoyed under the old-school regime of the senior Miller, because now their particular duties were outlined for them in advance so they knew just what they were to do, and they were assigned, respectively, to the same vans, day by day. The young man worked in all departments, conscientiously learning at every step and, wherever he was able, making improvements. It did not take him long to discover there are certain underlying principles in the furniture storage warehouse business as in other businesses, although differences in application; and that whereas a factory has a tangible, ponderable product, the product of the warehousing business is service.

The young man learned that while there was no insuperable difficulty in mastering the intricacies of the storage division, owing largely to its fixed charges, certain number of clerks, certain overhead, and so on, it was, in the long run, considerably harder to gage and solve the problems of the moving division. He succeeded in eliminating certain hitherto bothersome overhead costs; his efforts disclosed the desirability of systematizing the work of employees other than the drivers, and this he accomplished. The late Albert M. Reed, then president of the Security Storage Co., Washington, invited him there and imparted some valuable and practical ideas, promoting young Miller's increasing interest in the warehouse business.

When Buell Miller attained the age of 21, his father, who upon recovery from illness had been much pleased with the young man's achievements toward its success, made him secretary of the company as a reward for his work. But the hard study and long hours had taken toll of his health and he suffered two nervous breakdowns. As soon as he had recovered, he tackled the problems of the growing business with as much vim as ever.

Miller's had built an addition to the warehouse in 1897 and by 1908 it had erected its fifth building. The company was the first in the local field to use motor vans, putting them on the streets in 1911, about which time the name of the company was changed to its present designation. With the substitution of motor vans for horse-drawn equipment, however, came certain new

problems. Buell Miller, now secretary and treasurer of the company, after awhile began to find much idle time in the trucking end of the business, and characteristically he proceeded to eliminate it. He put on new vans as needed. The first Miller fireproof structure was put up at Broad and Lehigh in 1914, followed three years later by another of similar kind. By 1919, Miller's had opened a mechanical shop for repairing its motorized equipment and in this division Buell Miller has taken a deep interest, adding thereto until the company now designs, builds and paints its van bodies.

As Mr. Miller already had learned that the nearer square a packing box is constructed, the more goods can be stored in it, noting, for example that the packers can do better with a box 4 feet x 10 x 10, than with one 5 feet wide, 8 long and 10 high, he now has the van bodies built shorter and wider than those previously used. This means less work for the men, as they do not have to walk so far in loading and can pack to better advantage, this demonstrating that a better balanced truck is a more efficient one.

About ten years ago the founder died, and Buell G. Miller became president as well as treasurer of the company, which offices he has continued to hold. It was in 1920 that the company opened its present fireproof branch warehouse at Germantown Avenue and Penn Street, Germantown, introducing therewith to Philadelphia "compartment storage." Great improvements in rolling stock refinements, including the chassis and tires, were adopted in the next two years and these have been continued, with additions, until now Miller's operates a large fleet of distinctive, up-to-the-moment motor vans.

But numerous other improvements were in progress. In 1921 the company opened its West Philadelphia branch, at 52nd Street below Baltimore Avenue, two years later erecting an addition thereto that made it the largest warehouse in the city. In 1925 the company took down its non-fireproof buildings at Broad and Lehigh, made sweeping alterations to the fireproof structure there, and built a big addition containing a modern bank vault for silverware and treasures, and a large cold storage vault for furs, and various other improvements, including an enlarged office. In 1928 Miller's received the exclusive right to apply cenolin mothproofing preparations in the locality and refurbished its West Philadelphia office. Other improvements have since been made, and more are about to be announced. The business today represents an investment of a million dollars.

During these years Buell G. Miller has been extremely active in association work. He was one of the original group that organized the National Furniture Warehousemen's Association, of which his company has ever since been a member and from which organization he has received personal honors, as witness his recent election as a director of the body.

He has been chairman of the National's membership committee and served on its legislation and insurance committees, as well as being chairman of its auxiliary department committee on side-lines, and serving on the committee charged with providing funds for the association—this committee, by the way, being Mr. Miller's own ideas. Mr. Miller was the first vice-president ever elected by the Pennsylvania Furniture Warehousemen's Association and its second president, and has been a member of its board of directors since its organization. Mr. Miller also served again as vice-president and was chosen president of the Philadelphia Chapter, P. F. W. A., when it was organized in 1931, and only recently was re-elected president for 1932. Since the reorganization of the P. F. W. A., Mr. Miller has remained a member of its board of directors, being Philadelphia Chapter representative on the State board, in 1931.

He also has been prominent in the work of the Pennsylvania Motor Truck Association, Inc., both before and since its present designation. He was president of the association consecutively from 1925 to 1928; has been its secretary, a director, chairman of the legislation committee, and a member of its finance and arbitration committees and has been strongly influential in bringing about the modification of the State motor vehicle laws.

Early in his business career Mr. Miller contacted the New York Furniture Warehousemen's Association and later attended a great many of the New York and Illinois association sessions, with profit to his company in the way of applying ideas thus absorbed.

Mr. Miller's marriage to Miss Lena O. Allen, granddaughter of Clarendon Smith, president and treasurer of Smith's Transfer & Storage Co., Inc., of Washington, D. C., and niece of Arthur C. Smith, vice-president and general manager of the company, of which the bride formerly was cashier, is so recent as to be still fresh in the minds of their many friends.

Of hobbies, Mr. Miller has two—gardening and music. For years, one of his favorite diversions has been attending the opera and musical recitals. While he continues as busy on the problems of his expanding business as he was during the days of its early upbuilding—perhaps even busier—he somehow finds time to pursue his association activities and to contribute freely at these sessions from his own experiences in solving problems whenever he believes a word from him may help a fellow warehouseman.

### New Jacksonville Firm

The Southern Warehouse & Forwarding Company has been incorporated in Florida to do a general storage business in Jacksonville. Capital, 50 shares of \$100 par value each. The directors are F. W. Eansor, B. W. Haynes and N. F. Caldwell.



## New Incorporations as Announced Within the Storage Industry

### California

**LONG BEACH**—Bliss Transfer (organized), 213 East Fifth Street. W. A. Bliss, 325 East 19th Street, heads the interests.

**Los Angeles**—Capitol Transfer Co. (organized), 1026 South Grand Avenue. Fred E. Darr, 602 West Vernon Avenue, heads the interests.

**Los Angeles**—Chicago Van & Storage Co., 1701 South Hill Street. Storage warehouse and van service. Capital not stated. L. Nicholson and H. Nicholson, 5935 Cimmaron Street, head the interests.

**Los Angeles**—Dollar Transfer (organized), 8953 Santa Monica Boulevard. A. G. Baumgardner, 8973 Cynthia Street, heads the interests.

**Los Angeles**—Economy Movers' Van & Storage Co., 4901 South Vernon Avenue. Storage warehouse and van service. Albert A. Eddy, 111 West 119th Street, heads the interests.

**Los Angeles**—Olympic Transfer & Storage Co. (organized), 7520 Melrose Avenue. Storage warehouse and trucking. Charles Tyler, 204 North Clarence Street, heads the interests.

**Los Angeles**—Phoenix Forwarding Co. Capital, 2500 shares of no par value stock. Incorporators, Frank M. Foster and Raymond Hill of Sierra Madre and Kenneth B. Cannon and David C. Hutchon of Pasadena.

**Los Angeles**—Stor Dor Express Co. Capital, 2500 shares of no par value stock. Incorporators, M. B. Jones, W. A. Jones and William G. Junge, 739 Western Pacific Building.

### Connecticut

**Hartford**—Christie Transfer & Warehouse Co. (established in 1923). Authorized capital, \$50,000; 500 shares of common stock, \$100 par; \$2,000 paid. Incorporators, S. M. Christie, manager; Ruth Christie and Edmund B. Doyle.

### Illinois

**Chicago**—Black Hawk Transfer, Inc., 127 North Dearborn Street. Capital \$20,000. Incorporators, Edward H. Weihe, Arthur C. Johnson and John M. Conners.

**Chicago**—Chicago to Milwaukee Service, Inc., 215 North Carpenter Street. General motor transport business. Capital, 200 shares of no par value stock. Incorporators, Thomas S. McCabe, P. W. Marsluff and Violet Johnson.

**Chicago**—National Highway Freight Terminals, Inc., 561 East Illinois Street. Storage warehouse and transfer. Capital, \$10,000. Incorporators, J. M. Seiwert, Edward P. Seiwert and Albert J. Kamper.

**Chicago**—Warehouses, Inc., 1437 Merchandise Mart Building. Storage warehousing. Capital not stated. Incorporators, Harry B. Wolper and Samuel J. Graff.

### Indiana

**Kokomo**—Becraft Transfer & Storage, Inc. Capital stock, 1000 shares of no par value. Incorporators, J. H. Becraft, owner and manager of the Becraft Transfer & Storage Co., established in 1911; Max F. Hosea and M. E. Hosea.

### Kentucky

**Mayfield**—City Ice Co. Cold storage warehouse and ice plant. Capital, \$40,000. Incorporators, George J. Covington and C. L. Dowdy.

### Massachusetts

**Boston**—Bay State Motor Express. Capital, \$50,000. Samuel J. Somers is president. Harry Somers, 128 Pleasant Street, Brookline, is treasurer.

**Everett**—Suburban Ice Co. Cold storage. (Concluded on page 50)

## Sidney A. Smith Returning to Chicago to Manage the Currier-Lee Warehouse Co.

SIDNEY A. SMITH, in recent years manager of the Lee Terminal & Warehousing Corporation, Tampa, Fla., is returning to Chicago to resume operating management of the Currier-Lee



A new picture of Sidney A. Smith

Warehouse Co., of which he has continued to serve as vice-president since going to Florida about 1925 to develop the Tampa organization launched by J. Edgar Lee, Chicago, president of both firms.

In Tampa, Mr. Smith is succeeded by Levant V. Morrell, formerly with the Sibley Warehouse & Storage Co., Chicago, now operated by the Griswold-Walker-Bateman Co., Chicago.

While in Florida Mr. Smith served as president of the Florida Warehouse & Transfer Association. At the annual convention of the American Warehousemen's Association, held in Detroit in January, the merchandise division elected Mr. Smith president for 1932. He is a past-president of the old Central Warehousemen's Club.

## Construction Developments Purchases, Etc.

### Canada

**PORT ARTHUR, ONT.**—The Farmers' Association has tentative plans for erecting a \$55,000 1-story cold storage warehouse.

**St. Catharines, Ont.**—Niagara District Warehouse & Forwarding Co., recently organized, has plans for a \$60,000 warehouse at Thorold Dock.

### Connecticut

**Danbury**—Clear Ice Co. is planning construction of a \$40,000 1-story cold storage warehouse and ice plant, 45 by 150 feet, at Triangle and Taylor Streets.

**Hartford**—Highland Ice Co. is planning erection of a \$65,000 1-story cold storage warehouse and ice plant, 50 by 125 feet, on Wethersfield Avenue.

**New Britain**—Southern New England Ice Co. is considering construction of a 1-story cold storage warehouse and ice plant.

### Illinois

**Chicago**—Atchison, Topeka & Santa Fe Railway Co. and Illinois Central Railroad Co. are projecting plans for a \$200,000 terminal warehouse group on a 21-acre tract of land along the ship canal and the Chicago River, near South Damen Avenue.

**Chicago**—Coordinated Transport, Inc., has begun operation of a pick-up and delivery freight service, by motor truck and railroad, between Chicago and twenty-three cities in Indiana and Michigan.

**Chicago**—Goold Storage Co. plans to spend about \$40,000 altering and improving its 5-story warehouse at 2219 Cottage Grove Avenue.

**Chicago**—Shore Line Forwarding & Distributing Co., 1235 West 21st Street, has organized the Shore Line Motor Freight, Inc., to operate a motor freight line.

### Indiana

**Kokomo**—Becraft Transfer & Storage, Inc., has made arrangements to represent the United Transit Service, Inc., in motor freighting.

### Louisiana

**New Orleans**—Southern Pacific Lines in Texas have plans for two warehouse units, 60 by 540 feet, for produce and allied service, on Front Street, to cost more than \$125,000.

### Massachusetts

**Boston**—Fosters Wharf Co. has filed plans for a \$65,000 5-story warehouse on Atlantic Avenue.

**Holyoke**—Holyoke Ice Co. is constructing a \$65,000 1-story cold storage warehouse and ice plant, 60 by 120 feet, on Prospect Street.

**Northampton**—Norwood Ice Co. is planning construction of a \$45,000 1-story warehouse and ice plant, on East-hampton Road.

**Worcester**—Tatnuck Ice Co. is completing plans for a \$40,000 cold storage warehouse and ice plant on Mill Street.

(Concluded on page 50)

## New Incorporations as Announced Within the Storage Industry

(Concluded from page 49)

age warehouse and ice plant. Capital, \$40,000. John J. Kelliher is president. John N. Bolster, 2 Forest Avenue, Cambridge, is treasurer.

### Mississippi

**Biloxi**—Gulf Coast Ice Co. Cold storage warehouse and ice plant. Capital not stated. Principal incorporator, Harold W. Elder.

### New Jersey

**Trenton**—New Jersey Terminal & Warehouse Corporation. Storage warehousing and transfer. Capital, 2500 shares of no par value stock. Representative, United States Corporation Co., 150 Broadway, New York City.

### New York

**Rochester**—Tri-State Motor Terminal, Inc. Storage warehousing and motor trucking. Capital, 100 shares of no par value stock. Principal incorporator, William H. Spindler, 710 Dewey Avenue.

**Syracuse**—Salt City Movers, Inc. Capital, 200 shares of no par value stock. Principal incorporator, Robert L. Sheffer, 1823 South State Street.

### Ohio

**Cincinnati**—Continental Freight Forwarding Co. Capital, \$50,000. Incorporators, Albert H. Jahnke and H. W. Hardesty.

**Cleveland**—Canners' Warehouses, Inc. Capital, 250 shares of no par value stock. Incorporators, M. A. Gray, J. B. Gray and Erna Barton. Representative, A. E. Barton, 2973 Essex Road.

**Cleveland**—National Movers, Inc. Capital, 250 shares of no par value stock. Incorporators, Jules Eshner, Union Trust Building; Corinne O'Donoghue and Cecelia R. Graham.

**Columbus**—Atlas Transfer & Storage Co. Storage, transfer and trucking. Capital, \$25,000. Incorporators, Arthur L. Rowe and Mark S. Evans, 17 South High Street.

**Zanesville**—Western Motor Freight Transit, Inc. Capital, 250 shares of no par value stock. Incorporators, Floyd E. Chaplin, George H. Snyder and Edwin H. Schaum.

### Pennsylvania

**Philadelphia**—Keystone Storage Co. (organized), 1323 Ridge Avenue. Storage warehouse and van service. Leonard Miller heads the interests.

**Philadelphia**—Liberty Storage Co. (organized), 1706 South Fourth Street. Storage warehouse. Maurice Zamsky, 702 Siegel Street, heads the interests.

**Philadelphia**—National Moving Co. (organized), 4605 Van Kirk Street. Edward Snyder heads the interests.

**Philadelphia**—Peerless Storage (organized), 5519 Chester Avenue. Storage warehousing and transfer. Louis E. Moran heads the interests.

**Upper Darby**—Melville Storage. Storage warehouse and van service. Organized by James Melville and J. Moriarity, with offices at 22 North 52nd Street.

### Texas

**San Antonio**—San Antonio-Crystal City Truck Line. Freight transfer. Capital, \$10,000. Incorporators, W. B. Smith and Luther L. Wallace.

### Virginia

**Richmond**—Dixie Motor Transit Lines, Inc. Capital, \$25,000. Principal incorporator, J. R. Tucker, State Planters' Bank Building.

## Change of Name

The Fort Worth firm of Johnson Warehouse Co., Inc., recently purchased from W. A. Johnson by R. R. Wilson and associates, has changed its name to the O. K. Warehouse Co., Inc. Mr. Wilson is the O. K.'s president and C. J. Stinson is manager.

## New British Tariff Admits Household Goods Duty Free Under Certain Conditions

CONDITIONS under which household goods are admitted into England under the new British tariff are set forth in official advice received by Clarence A. Aspinwall, president of the Security Storage Co., Washington, D. C., on the authority of the British Customs.

There has been some uncertainty as to the dutiable status of such goods, and the information obtained by Mr. Aspinwall is important to American storage executives sending household effects to the British Isles. The Washington executive writes *Distribution and Warehousing* that he has been officially advised to the effect that:

"Household and personal effects (excluding such articles as wines, spirits, tobacco, cigars, cigarettes, motor cars and motorcycles, or cinematograph film of the standard width of 1½ in.) which are imported into the United Kingdom on a *bona fide* transfer of residence by the owner and have been in the owner's possession and use abroad for a appreciable period, are admitted free of duty. This concession is conditional on:

"(1) the articles being duly declared and produced to the Officer of Customs and Excise at the port of importation, and

"(2) a satisfactory declaration of ownership being made.

"A written statement showing the length of time the goods have been in the owner's possession and use abroad should be furnished at the time of importation of the articles."

## Bekins to Build Again

The Bekins Van & Storage Co., operating depositories in California cities, plans to erect another household goods warehouse, on El Cajon Avenue in San Diego, according to the *San Diego Sun*. The firm's president and vice-president, Milo W. Bekins of Los Angeles and Reed J. Bekins of San Francisco, were in San Diego on an inspection trip early in March. The company operates a plant in that city.

## Construction Developments Purchases, Etc.

(Concluded from page 49)

### Michigan

**Detroit**—Battery Warehouse Corporation has filed notice of company dissolution under State laws.

### Missouri

**St. Louis**—A syndicate represented by Thomas H. Cobbs, 506 Olive Street, is planning construction of a \$400,000 terminal warehouse group on black from Grand Boulevard to Prospect Avenue and Market Street.

**Shelbina**—Producers Cold Storage Co. is considering construction of a \$80,000 cold storage warehouse.

### New York

**Brooklyn**—Reliable Van & Storage Co., Inc., is planning a \$75,000 4-story addition at Bath Avenue and Bay 19th Street.

**New York City**—Loomis Cold Storage Co., 221 Washington Street, has arranged for change of capital from 5500 to 1500 shares of stock, par value \$50 each.

### Oklahoma

**Tulsa**—Federal Storage & Van Co. has purchased the household goods and merchandise storage accounts of the Atlas Storage & Transfer Co.

**Tulsa**—Parkhill Trucking Co. plans to rebuild its storage warehouse recently wrecked by fire with estimated loss of \$65,000.

### Oregon

**Klamath Falls**—Klamath Ice & Storage Co. has filed plans for a \$24,000 1-story warehouse at 759 California Street.

### Tennessee

**Knoxville**—Frederickson Motor Express Corp., Charlotte, N. C., has opened a branch office and motor freight depot at 200 Randolph Street, Knoxville.

**Memphis**—Inland Waterways Corporation has plans for a 1-story top addition, 35 by 60 feet, to warehouse at foot of Georgia Street.

**Memphis**—Wolf River Terminal & Warehouse Co., a subsidiary of the American Barge Line, has acquired three acres of land along the Wolf River, and plans to remodel and improve, for warehouse purposes, a building on the property. Estimated cost of improvements, \$50,000.

### Washington

**Seattle**—Crosby Lighterage Co. has filed plans for a 1-story warehouse on Atlantic Street, near Seventh Avenue, South.

### Wisconsin

**Marshfield**—S. J. Miller, 101 North Vine Street, heads interests planning to build and operate a \$35,000 cold storage warehouse.

## J. W. Elliott

John W. Elliott, president of the Brazil Transfer Co., Brazil, Ind., died on March 14 after an extended illness. He was in his seventieth year.

# WHERE TO BUY

Every warehouseman is interested in the new products offered for use in his business and warehousemen may look to this department to bring before them all things that are made for special or general use in the industry.

The manufacturers of every product contained in this department are making a direct and honest appeal to you

for your attention. We, the publishers, recommend them and what they make to you.

We would appreciate your remembering to mention **DISTRIBUTION AND WAREHOUSING** in writing to them because it is through this co-operation that we can better serve you individually and the industry at large.

## ALARMS, FIRE

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
Ludlow Automatic Fire Alarm Co.; 128 E. Sixth St., Cincinnati, Ohio.

## BASKETS, WAREHOUSE

(See Boxes, Moving)

## BODIES, VANS

Ario & Roseman Metal Body Corp.; 426 De Witt Ave., Brooklyn, N. Y.  
Albert, John; 116-122 Sixth Ave., Long Island City, N. Y.  
American Car & Foundry Co.; 30 Church St., New York, N. Y.  
Bender Body Company; 6409 Barberton, Cleveland, Ohio.  
Burch Body Co.; Rockford, Mich.  
Caley & Nash, Inc.; 1828 East Ave., Rochester, N. Y.  
Clayson-Lorenz Co.; 4048 West Chicago Ave., Chicago, Ill.  
Cook Wagon Wks., Inc., A. E.; 77 E. North St., Buffalo, N. Y.  
Delphi Wagon Wks.; 313-25 So. Washington St., Delphi, Indiana.  
De Rosa Co., Inc., Frank; Fowler, Van Nest and Bogart Ave., New York, N. Y.  
**Donigan & Nielson, 743-747 Third Ave., Brooklyn, N. Y.**  
Ever-Ready Van Body Corp.; 1429 Metropolitan Ave., Brooklyn, N. Y.  
Fitzgibbon & Crisp, Inc.; Trenton, N. J.  
Gerstelslager Co.; Wooster, Ohio.  
Gredelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
**Haskelite Mfg. Co.; 120 So. La Salle St., Chicago, Ill.**  
Hulet Top & Body Co.; 576 Garfield, Detroit, Mich.  
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.  
Lyons & Co., Hugh; Lansing, Mich.  
Maday, M.; 1756 Genesee St., Buffalo, N. Y.  
Martin Steel Products Co.; Mansfield, Ohio.  
Met-L-Wood Corp.; 6752 W. 65th St., Chicago, Ill.  
Mutzler & Sons Co., J.; 158-164 E. Grand Ave., Chicago, Ill.  
Mullough & Irish Corp.; 1450 E. 19th St., Indianapolis, Ind.  
Monday, A. J.; 321 Fourth, Milwaukee, Wis.  
Niagara Body Company; Buffalo, N. Y.  
Pector-Keefe Company; 7741 Dix Ave., Detroit, Mich.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.  
Scholl & Son, Anton; 350 Finishing Ave., Brooklyn, N. Y.  
Shaver Carriage & Auto Co.; Des Moines, Iowa.

## DONIGAN & NIELSON, Inc.

Quality Standard and De Luxe Van Bodies

Regarded by Warehousemen and Movers as the BEST Since 1875

ALL WOOD  
PANELS  
— Guaranteed  
not to split.  
Long life, light  
in weight—  
giving you extra  
load  
weight.

Write for  
prices.



Donigan & Nielson, Inc., 743-747 Third Ave., Brooklyn, N. Y.

33%  
lighter,  
20%  
stronger.

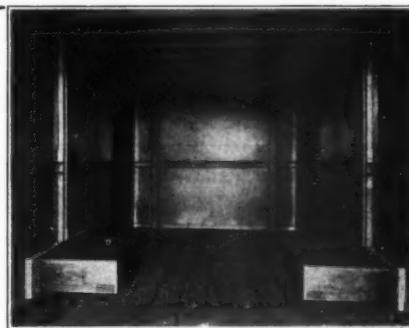
A new  
van body  
paneled  
with

PLYMETL. Write us for complete details.

**Haskelite Manufacturing Corporation**

120 South La Salle St.

Chicago, Ill.



Shop of Siebert; 614-16-18 Southard Ave., Toledo, Ohio.  
Taackens Bros.; 1015 Harrison St., Flint, Mich.  
Whitfield & Sons, Penn Yan, N. Y.  
Wiedman Body Co., Geo.; North Tonawanda, N. Y.  
Woebler Car & Mfg. Co.; 1846 Eleventh St., Denver, Colo.

## BOXES, MOVING

Acme Basket Mfg. Co.; 418 No. Franklin St., Baltimore, Md.  
Anderson Box & Basket Co.; Rockabon District, Henderson, Ky.  
Backus, Jr., & Son, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.  
Ballou & Son, M. E.; 30 River St., Becket, Mass.  
Bryant, John T.; Springfield, Ohio.  
Day Basket Works, E. T. B.; Northeast, Md.  
Diamond State Fibre Co.; East Bridgeport, Pa.  
Eastern States Package Co., Inc.; Penn Yan, N. Y.  
Iden & Dent Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
Lewis Co., G. B.; Watertown, Wis.  
Miami Mfg. Co.; Peru, Ind.  
National Vulcanized Fibre Co.; East Wilmington, Del.  
Philadelphia Paper Mfg. Co.; Nixon & Fountain Sts., Philadelphia, Pa.  
Portland Basket & Handle Co.; 1321 Macadam St., Portland, Ore.

## BOX STRAPPING (MACHINES AND SUPPLIES)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.  
American Steel & Wire Co.; Rockefeller Bldg., Cleveland, Ohio.  
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.  
Gerrard Co., Inc.; 1948 S. 52nd St., Chicago, Ill.  
Griplock, Inc.; 19 West 44th St., New York City.  
Harvey Spring & Forging Co.; Racine, Wis.  
Robertson Steel & Iron Co., W. F.; Elm & Second Sts., Cincinnati, Ohio.  
Shigode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.  
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

## CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)  
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)  
United Vacuum Appliance Corp.; Dept. I-1, Twelfth St. and Columbus Ave.,  
Connersville, Ind. (Beater)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## CASES, SHIPPING

Backus, Jr., & Sons, A.; Dept. 5, Trumbull and Fort St., Detroit, Mich.  
 Bird & Son, Inc.; Mill St., E. Walpole, Mass.  
 General Box Co.; 500 No. Dearborn St., Chicago, Ill.  
 Hummel & Downing; Milwaukee, Wis.  
 Interstate Corrugated Box Co., Inc.; Front, Main, Water & Washington Sts., Brooklyn, N. Y. (Corrugated)  
 King Shipping Case Corp.; 376 W. Water St., Syracuse, N. Y.  
 Lewis Co., G. B.; Watertown, Wis.  
 Wisconsin Box Co.; Wausau, Wis.

## CASTERS, TRUCK

Adams Co.; Dubuque, Iowa.  
 American Caster Co.; 330 Washington St., Hamilton, Ohio.  
 American Foundry & Mfg. Co.; 11th & Hebert Sts., St. Louis, Mo.  
 Bond Foundry & Mfg. Co.; Manheim, Lancaster County, Pa.  
 Buffalo Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.  
 Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.  
 Colson Co.; Elyria, Ohio.  
 Divine Bros.; 162 Whitesboro St., Utica, N. Y.  
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.  
 Fleming Co., F. A.; 9703 Baltic Rd., Cleveland, Ohio.  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Greenan Mfg. Co.; 1280 17th St., Detroit, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Hyatt Roller Bearing Co.; Newark, N. J.  
 Jarvis & Jarvis; 200 So. Main St., Palmer, Mass.  
 Keystone Forging Co.; Northumberland, Pa.  
 Koenig & Co., Edward J.; 569 1/2 West Lake St., Chicago, Ill.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; Menasha, Wis.  
 Mullins Body Corp.; 1017 Mill St., Salem, Ohio.  
 New Britain Mfg. Co.; 140 Chestnut St., New Britain, Conn.  
 Nice Ball Bearing Co.; 2925 Hunting Park Ave., Nicetown, Philadelphia, Pa.  
 Nutting Truck Co.; 232 W. Kinzie St., Chicago, Ill.  
 Payson Mfg. Co.; 2020 W. Jackson Blvd., Chicago, Ill.  
 Phoenix Caster Co.; South State St., Indianapolis, Ind.  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State & Bates Sts., Indianapolis, Ind.  
 Wolverine Caster Co.; Traverse City, Mich.

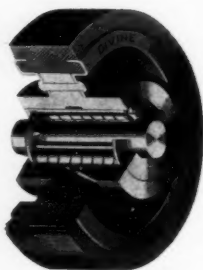
## CONVEYORS

Allis-Chalmers Mfg. Co.; Milwaukee, Wis.  
 Alvey-Ferguson Co.; 75 Bisney Ave., Cincinnati, Ohio. (Gravity)  
 Alvey Machy. Co.; 3200 So. Broadway, St. Louis, Mo. (Portable, Power and Gravity.)  
 Bailey Burruss Co.; Atlanta, Ga.  
 Bartlett Co., Hayward; Scott & McHenry Sts., Baltimore, Md.  
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and Gravity.)  
 Brown Hoisting Mch. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.  
 Caldwell & Son, H. W.; 17th & Western Ave., Chicago, Ill.  
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.  
 Chicago Automatic Conveyor Co.; 55th Ave. & 19th St., Cicero, Ill.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Dodge Mfg. Corp.; Mishawaka, Ind.  
 Freeman-Riff Co.; Terre Haute, Ind.  
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo. (Gravity and Power.)  
 Gifford-Wood Co.; 60 Second Hill, Hudson, N. Y. (Portable.)  
 Griffin Lumber Co.; Hudson Falls, N. Y. (Gravity.)  
 Hales Mfg. Co., Geo.; 144th St. & Park Ave., New York, N. Y. (Portable.)  
 Haslett Chute & Conveyor Co.; Oaks, Pa. (Gravity.)  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Hunt Co., Inc., C. W.; Brighton, Staten Island, N. Y. (Gravity.)  
 Jeffrey Mfg. Co.; 989 No. 4th St., Columbus, Ohio.  
 Kiefer Machine Co., Karl; 919 Martin St., Cincinnati, Ohio. (Gravity.)  
 Lamson Co.; Syracuse, N. Y. (Portable and Gravity.)  
 Link-Belt Co.; 800 W. Pershing Rd., Chicago, Ill. (Portable and Gravity.)  
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, Power and Gravity.)  
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.  
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable.)  
 Meyer Mfg. Co., Geo. J.; 576 Clinton St., Milwaukee, Wis. (Gravity.)  
 Montgomery Elevator Co.; Moline, Ill.  
 Ogden Iron Works; Ogden, Utah.  
 Otis Elevator Co.; 26th St. & 11th Ave., New York, N. Y. (Gravity.)  
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable.)  
 Proctor & Schwartz, Inc.; 700 Tabor Rd., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co.; 816 W. Third St., Aurora, Ill.  
 Russell Wheel & Foundry Co.; Detroit, Mich.  
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, Power and Gravity.)  
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.  
 Webster Mfg. Co.; 1856 No. Kostner Ave., Chicago, Ill. (Gravity and Portable.)

## CORDAGE, FLAT

Clark Bros. Mfg. Co.; 34 N. Front St., Philadelphia, Pa.  
 Pilcher Hamilton Daily Co.; 349 West Ontario, Chicago, Ill.  
 (See advertisement elsewhere in this issue.)

## The TONWATE



## The Caster That Carries the Weight of Tons

Great strength without great weight in a caster means easier handling of trucks and dollies. No king bolt to break or bend. Drop-forged wheels of the Divine Canvas Cushion Wheel, Hyatt Roller Bearings.

Sizes range from 3" to 10" diam. Costs no more than an ordinary caster—why be without TonWates?

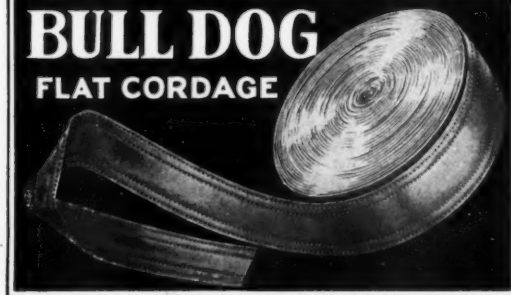
**Divine Brothers Co.**  
 102 Whitesboro St.

Utica New York

## CLOCKS, TIME AND WATCHMAN'S

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
 American Watchmen's Clock Co.; 150 Nassau St., New York, N. Y.  
 American Watchmen's Time Detector Co.; 17 East 42nd St., New York, N. Y.  
 Automatic Time Stamp Co.; 164 Congress St., Boston, Mass.  
 Cincinnati Time Recorder Co.; 1733 Central Ave., Cincinnati, Ohio.  
 Deter Watch Clock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill.  
 Gisholt Machine Co.; Madison, Wis.  
 Howard Clock Co., E.; 210 Eustis St., Boston, Mass.  
 Imhäuser Co., E.; 212 Broadway, New York, N. Y.  
 International Business Machines Corp.; 270 Broadway, New York, N. Y.  
 Monitor Time Clock Co.; 932 E. Willow St., Syracuse, N. Y.  
 Silberberg, Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.  
 Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
 Standard Register Co.; 107 Campbell St., Dayton, Ohio.  
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill.  
 Thompson Time Stamp Co., Inc.; 240 W. 23rd St., New York, N. Y.  
 Time Register Repair & Supply Co.; Canastota, N. Y.  
 Warren Clock Co.; Homer Ave., Ashland, Mass.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

BULL DOG  
FLAT CORDAGE

## For Securing and Protecting Furniture in Transit

Put up in 84-ft. rolls

	Width	Approx. Wt. per roll	Price per roll
No. 1 Regular	3"	3 lbs.	\$2.15
No. 2 Heavy	3"	4 1/2 lbs.	3.30

F. O. B. Philadelphia

Strong and durable.

Ties and unties easily.

Will not burn or scratch the finish.  
 Prevents damage and pays for itself.

Order a Roll Today. No. 1 is the popular size.

"Best in the Long Run"

Manufactured and distributed solely by

**Clark Bros. Mfg. Co.**

INCORPORATED

34 North Front St.

Philadelphia, Pa.

## COVERS, AUTOMOBILE DUST

Harrell Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.

## COVERS, PAPER FURNITURE

Pilcher-Hamilton Daily Co.; 349 West Ontario, Chicago, Ill.  
 (See advertisement elsewhere in this issue)

## COVERS, TRUCK

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio.  
 Atlanta Tent & Awning Co.; Atlanta, Ga.  
 Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Brooke Tarpaulin Co.; 429 Celeste St., New Orleans, La.  
 Buckeye Tent & Awning Mfg. Co.; 294 Spruce St., Columbus, Ohio.  
 Carnie-Gouldie Mfg. Co.; 26th & Penn., Kansas City, Mo.  
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
 Channon Co., H.; 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co.; Waco, Texas.  
 Couch Bros. Mfg. Co.; Atlanta, Ga.  
 Dafoe Eustice Co.; 4042 W. Jefferson Ave., Detroit, Mich.  
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Ehrick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.  
**Fulton Bag & Cotton Mills; Atlanta, Ga.**  
*(See advertisement elsewhere in this issue.)*

Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Heath & Son, E. F.; 225 Warren St., Newark, N. J.  
 Hettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.  
 Hoegge Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Tent & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.  
 Landers Bros. Co.; 837 Buckingham St., Toledo, Ohio.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.  
 North American Iron Works; 116-136—57th St., Brooklyn, N. Y.  
 Pittsburgh Waterproof Co.; 435 Liberty Ave., Pittsburgh, Pa.  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.  
 Snellerson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.  
 Swanfeldt; 501 N. Figueroa Blvd., Los Angeles, Cal.  
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co.; 1245 W. 11th St., Cleveland, Ohio.  
 Valley Mills, LaGrange, Ga.  
 Wenzel Tent & Duck Co., Herman; 1030 Paul St., St. Louis, Mo.  
 Wheeling Tent & Awning Co.; Wheeling, W. Va.  
 Wyandotte Awning & Tent Co.; Kansas City, Kan.

## DOORS, COLD STORAGE

Bern Co., H. A.; 208 N. Wabash Ave., Chicago, Ill.  
 Ehrlich & Sons Mfg. Co., H.; St. Joseph, Mo.  
 Gillen-Cole Co.; 66 N. Front St., Portland, Ore.  
 Gloekler-Bernard; 1027 Penn Ave., Pittsburgh, Pa.  
 Jamison Cold Storage Door Co.; P. O. Box 26, Hagerstown, Md.  
 Jones Cold Storage Door Co.; Hagerstown, Md.  
 Matot, Duffy A.; 1537 Montana St., Chicago, Ill.  
 National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo.  
 Schmidt Co., O.; John & Livingston Sts., Cincinnati, Ohio.  
 Stevens Co., Ben A.; Toledo, Ohio.  
 Union Fibre Co., Inc.; North End Mechanic St., Winona, Minn.  
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.  
 Ward Refrig. & Mfg. Co.; 6801 So Alameda St., Los Angeles, Cal.  
 York Ice Mch. Corp.; 234 Ninth St., San Francisco, Cal.

## DOORS, ELEVATOR

Art Metal Construction Co., Jamestown, N. Y.  
 Cincinnati Mfg. Co.; 1850 Gest St., Cincinnati, Ohio.  
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y.  
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.  
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.  
 Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.  
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.  
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.  
 Richmond Fpt. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.  
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.  
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.  
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourn & Ashland Aves., Chicago, Ill.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y.  
 Wilson Corp., J. G.; 9 East 38th St., New York, N. Y.

## DOORS, FIRE

Atlas Fireproof Door Co.; 247 Calyer St., Brooklyn, N. Y.  
 Bogert & Carough Co.; Washington Ave., Paterson, N. J.  
 California Fpt. Door Co.; 1919 E. 51st St., Los Angeles, Cal.  
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y.  
 Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
 Firecraft Corp.; 4711 West Lake St., Chicago, Ill.  
 Hanke Wire & Iron Works; 800 N. Albany Ave., Chicago, Ill.  
 Harris-Peeble Door Co.; 228 N. LaSalle St., Chicago, Ill.  
 Kinneer Mfg. Co.; 1270 Fields Ave., Columbus, Ohio.  
 Lambert Metal Door Co.; 184 Lorain Ave., Columbus, Ohio.  
 Lee & Son Co., Thomas; 130 W. Second St., Cincinnati, Ohio.  
 Merchant & Evans Co.; Philadelphia, Pa.  
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y.  
 Ogden Co., J. Edward; 147 Cedar St., New York, N. Y.  
 Peelle Co., The; Harrison Place & Stewart Ave., Brooklyn, N. Y.  
 Penn. Seaboard Steel Corp.; 1417 Sansom St., Philadelphia, Pa.  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## VULCAN "ALL-STEEL" FIRE DOORS

Universally Used  
in All Modern  
Fireproof  
Warehouses  
Approved by  
Underwriters  
Details and Prices  
on Request.

**VULCAN RAIL & CONSTRUCTION CO.**  
 Grand St. and Garrison Ave., Maspeth, N. Y.

Richmond Fireproof Door Co.; N. W. Fourth & Center Sts., Richmond, Ind.  
 St. Louis Fire Door Co.; 1140 S. Sixth St., St. Louis, Mo.  
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo.  
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourn & Ashland Aves., Chicago, Ill.  
 Truscon Steel Co.; Youngstown, Ohio.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio.  
 Valley Mfg. Co.; 2958 Carroll Ave., Chicago, Ill.  
**Vulcan Rail & Con. Co.; Grand St. & Garrison Ave., Maspeth, N. Y.**  
 Wilson Corp., J. G.; 9 E. 38th St., New York, N. Y.

## ELEVATORS

Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio. (Freight.)  
 Montgomery Elevator Co.; Moline Ill. (Passenger and Freight.)  
 Otis Elevator Co.; 11th Ave. & 26th St., New York, N. Y.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Passenger and Freight.)  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and Freight.)

## ELEVATORS, PORTABLE

Alvey Mch. Co.; 3200 So. Broadway, St. Louis, Mo.  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
 Caldwell & Son Co., H. W.; 17th & Western Ave., Chicago, Ill.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 General Conveyor & Mfg. Co.; 3601 Salena St., St. Louis, Mo.  
 Jeffrey Mfg. Co.; 989 No. Fourth St., Columbus, Ohio.  
 Koenig & Co., Edward L.; 569½ W. Lake St., Chicago, Ill.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Revolver Co.; 393 Garfield Ave., Jersey City, N. J.

## EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 No. Halsted St., Chicago, Ill.  
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 146, No. Little Rock, Ark.  
 Phillips Excelsior Co.; Chattanooga, Tenn.

## EXTINGUISHERS, FIRE

American-La France and Foamite Corp.; 100 East La France St., Elmira, N. Y.  
 Automatic Fire Sprinkler Co.; 17 W. 37th St., New York, N. Y.  
 Barnes, Henry K.; 234 Devonshire St., Boston, Mass.  
 Boyer Fire Apparatus Co.; Logansport, Ind.  
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.  
 Callahan Co., C.; 297 Congress St., Boston, Mass.

## Mr. Warehouseman

You can help yourself and the industry by sending to **DISTRIBUTION AND WAREHOUSING** the names and addresses of manufacturers of products you use and are willing to recommend.

**EXTINGUISHERS, FIRE (Continued)**

Elkhart Brass Mfg. Co.; 1302 West Beardsley Ave., Elkhart, Ind.  
 Eddy Sprinkler Co.; Laconia, N. H.  
 Fyr-Fyter Co.; 1691 Fyr-Fyter Bldg., Dayton, Ohio.  
 Gilbert & Sons, A.; 4015 Forest Park Bldg., St. Louis, Mo.  
 Gorham Fire Apparatus Co.; 206 Drumm St., San Francisco, Cal.  
 Knight & Thomas, Inc.; 212 Summer St., Boston, Mass.  
 Neptune Mfg. Co.; Box No. 609, Masontown, Pa.  
 New Process Roofing & Sy. Co.; Dallas, Texas.  
 Northern Pump Co.; 920 18th Ave., N. E., Minneapolis, Minn.  
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
 Robinson Fire App. Mfg. Co.; 4268 N. 20th St., St. Louis, Mo.  
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.  
 Severin Tire & Sy. Co.; 714-16 No. Broadway, Oklahoma City, Okla.  
 Simmons Co., John; 110 Centre St., New York, N. Y.  
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.  
 Stempel Fire Extinguisher Mfg. Co.; 20th & Ferry Sts., St. Louis, Mo.

**FLOORS, RESURFACING MATERIAL**

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.  
 Stonhard Co.; Room 219, 800 No. Delaware Ave., Philadelphia, Pa.

**FREIGHT FORWARDERS, GENERAL**

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

**SPECIAL REDUCED FREIGHT RATES**

With Private Through Car Loadings to and from the Far West and Pacific Coast

**HOUSEHOLD GOODS and AUTOMOBILES**

An Efficient Service Based on Years of Knowledge and Experience

**BEST FACILITIES FOR CARLOAD DISTRIBUTION**

Domestic and  
Foreign Shippers,  
Forwarders and  
Distributors



Foreign and  
Domestic Lift Van  
Service for House-  
hold Goods

**EMPIRE FREIGHT COMPANY**

Incorporated

New York City, N. Y.  
117 Liberty St.

CHICAGO, ILL. Philadelphia, San Francisco,  
53 W. Jackson Blvd. Oakland, Seattle, Portland

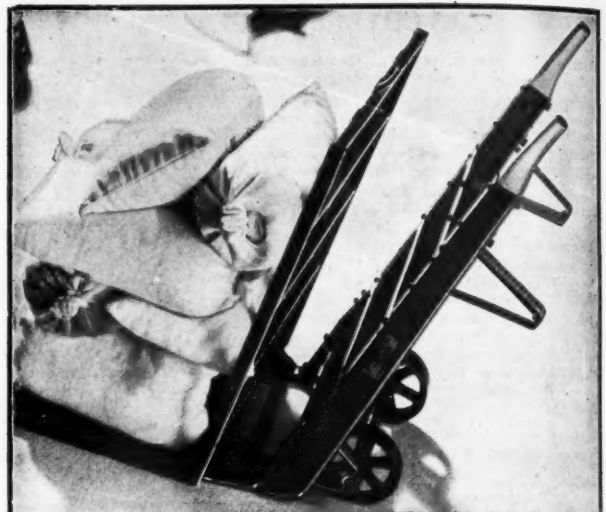
Boston, Mass.  
93 Huntington Ave.  
LOS ANGELES, CAL.  
316 Commercial St.

**FUMIGATING EQUIPMENT**

Calcyanide Co.; 60 East 42nd St., New York, N. Y.  
 Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Haskelite Mfg. Corp.; 120 So. La Salle St., Chicago, Ill.  
 (See advertisement elsewhere in this issue.)

**HAND TRUCKS**

Aeromotor Co.; 2500 W. Roosevelt Rd., Chicago, Ill. (Stevadore, All Steel)  
 American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All Steel, Stevadore)  
 Anderson Box & Basket Co.; Audubon District, Henderson, Ky. (Platform)  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill. (Lift, Stevadore & Platform)  
 Bedinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio. (Lift)  
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, Platform & Stevadore)  
 Clark Tractor Co.; Battle Creek, Mich.  
 Cleveland Wire Spring Co.; 1283 E. 38th St., N.E., Cleveland, Ohio (Stevadore)  
 Colson Co.; Elyria, Ohio.  
 Diamond State Fibre Co.; East Bridgeport, Pa. (Lift)  
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform & Stevadore)  
 Excelsior Pliumptruck Co.; Woodland Ave., Stamford, Conn. (Lift, Platform & Stevadore)  
 Fairbanks Co., Excec. Off., 393-399 Lafayette St., New York, N. Y. (Lift, Platform & Stevadore)  
 Fleming Co., F. A.; 9703 Baltic Road, Cleveland, Ohio.  
 Francis Co., Chas. E.; Fifth Street, Rushville, Ind. (Platform)  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Howe Scale Co.; Rutland, Vt.  
 Koenig & Co., Edward L.; 569 1/2 West Lake St., Chicago, Ill. (Lift, Platform & Stevadore)  
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform & Stevadore)  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift & Stevadore)  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift)  
 McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevadore)  
 Marion Malleable Iron Works; Marion, Ind. (Dolly)  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; Menasha, Wis. (Lift & Stevadore)  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.

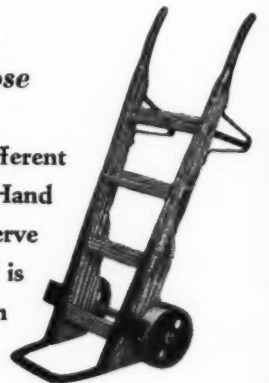
**Save with AMERICAN Trucks and Truk-Paks**

ASK your dealer about pressed steel American Hand Trucks and Truk-Paks—the hand truck's skid platform that is revolutionizing handling methods. A special money-back guarantee permits any trial you may care to make. Investigate.

**THE AMERICAN PULLEY CO.**  
4200 WISSAHICKON AVENUE, PHILADELPHIA, PA.

**FAIRBANKS TRUCKS**

for  
Every  
Purpose



Each of the many different types of Fairbanks Hand Trucks is built to best serve the purpose for which it is intended. They sell on Merit!

Write for No. 950 Catalog

**The FAIRBANKS Company**  
Boston New York Pittsburgh

Factory: Rome, Ga.

Distribution Everywhere

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## New Low Prices

Before ordering a warehouse truck it will pay you to get our new low prices. Write today for complete information.  
THE HAMILTON CASTER & MFG. CO., Hamilton, O.



**Hamilton**  
CASTERS TRUCKS

### HAND TRUCKS (Continued)

Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.  
(See advertisement elsewhere in this issue)  
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.  
(Platform & Stevedore)  
Orangeville Mfg. Co.; Orangeville, Pa.  
Revolator Co.; 396 Garfield Ave., Jersey City, N. J.  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Self Lifting Piano Truck Co.; Findlay, Ohio.  
(See advertisement elsewhere in this issue.)  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
(Lift and Platform)  
Streich & Bro., A.; 318 Eighth St., Oshkosh, Wis.  
Steubing-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Lift and Platform)  
Towsley Mfg. Co.; John T.; 1010 Evans St., Cincinnati, Ohio. (Lift and Platform)  
Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and Changeable Platform)  
Tucker & Dorsey Mfg. Co.; Dept. D.W., S. State and Bates Sts., Indianapolis Ind. (Platform)  
Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and Stevedore)  
West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.  
Western Wheelbarrow Mfg. Co.; So. Fort Smith, Ark. (Stevedore)  
Whitehurst Mfg. Corp., R. W.; Cooke & Smallwood Sts., Norfolk, Va. (Platform, Stevedore and Dolly)

### HOISTS, CHAIN

Boston & Lockport Block Co.; 100 Conder St., East Boston, Mass.  
Chisholm-Moore Hoist Corp., Div. of Columbus McKinnon Chain Co.; 4059 Lakeside Ave., Cleveland, Ohio.  
Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa.  
Green Co., Inc., G. S.; 72 Warren St., New York, N. Y.  
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.  
Hobbs Co., Clinton E.; 3335 Pearl St., Boston, Mass.  
Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa.  
Moore Co., Franklin; Winsted, Conn.  
Morris, Inc., Herbert; 10 Lawrence Pl., Buffalo, N. Y.  
New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.  
Olson Testing Machine Co., Titius; Philadelphia, Pa.  
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.  
Roper Crane & Hoist Works, Inc.; 1776 No. Tenth St., Reading, Pa.  
Seattle Chain & Mfg. Co.; 8921 E. Marginal Way, Seattle, Wash.  
Wright Mfg. Co.; 1918 Thomas St., Lisbon, Ohio.  
Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

### HOISTS, ELECTRIC

dox Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, Pa.  
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa.  
Hobbs Co., Clinton E.; 3335 Pearl St., Boston, Mass.  
Louden Machinery Co.; 1116 Broadway, Fairfield, Iowa.  
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa.  
Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

### INSECTICIDES

American Cyanamid Co.; 535 Fifth Ave., New York, N. Y.  
Barrett Co.; 40 Rector St., New York, N. Y.  
Calcyanide Co.; 60 East 42nd St., New York, N. Y.  
Carbola Chemical Co.; Harrisville Road, Natural Bridge, N. Y.  
Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (gas)  
Cenol Co., Dept. M.; 4250-56 N. Crawford Ave., Chicago, Ill.  
Chemical Supply Co.; 2450 Canal Road, Cleveland, Ohio.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Secto GUARANTEED PRODUCTS

### MOTH SECTO Kills All Forms of Moth Life

Kills moths and their larvae and destroys the eggs. Will not stain or injure the most delicate material. Especially recommended for spraying open storage, vans, rugs before rolling and storing, and upholstered furniture.

### SECTO VAPOR CRYSTALS AND CAKES— Paradichlorobenzene

Packed in tins 5-200 pounds. Low Prices. 2-4 ounce cakes. Your label attached in quantity lots.

**SECTO PRODUCTS COMPANY**  
136 West 22nd Street, New York City

## THE SURE WAY to keep moths out

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards. Other White Tar Products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

The White Tar Company of New Jersey, Inc.

A Subsidiary of The Koppers Company

Dept. W. Belleville Turnpike  
Kearny, New Jersey

Telephone: Kearny 3600



Clarkson Chemical Co.; 215 Main St., Williamsport, Pa.  
Electrolux, Inc.; 250 Park Ave., New York, N. Y.  
Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.  
Furniture Fumigation Corp.; 100 W. 101st St., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.  
B. F. Gottlieb Chemical Co.; 148 West 24th St., New York, N. Y.  
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
Guarantee Exterminating Co.; 11 West 42nd St., New York, N. Y.  
Hall Laboratories; 428 E. 35th St., Chicago, Ill.  
Idico Corp.; 461-79 Eighth Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Punkett Chemical Co.; 3500 So. Morgan St., Chicago, Ill.  
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
Secto Products Co.; 136 W. 22nd St., New York, N. Y.  
Standard Oil Co. of N. J.; 2 Park Ave., New York, N. Y.  
Tinsol Co. of Am.; 150 Nassau St., New York, N. Y.  
Wells, E. S.; Jersey City, N. J.  
West Disinfecting Co.; 16 Barn St., Long Island City, N. Y.  
White Tar Co.; Dept. W. Belleville Turnpike, Kearny, N. J.

## PACKING MATERIAL, PAPER

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
 Kimberly Clark Co.; 208 S. La Salle St., Chicago, Ill.  
 Pilcher-Hamilton-Daily Co.; 349 West Ontario, Chicago, Ill.  
 Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

## FOXWRAP

THE IDEAL WRAPPING PAPER

## FOXCO

PAPER FURNITURE COVERS

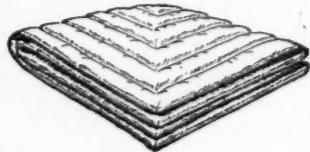
TWINES

VAN PADS

Pilcher-Hamilton-Daily Company  
 349 West Ontario Chicago, Ill.  
 GEORGE S. FOX, MANAGER, WAREHOUSE SUPPLY DEPT.

## PADS, FURNITURE CANVAS

American Excelsior Corp.; 1000 N. Halsted St., Chicago, Ill.  
 Arbelt Co., S.; 119 McKibben St., Brooklyn, N. Y.  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Wm. H. Breen; 219 Rutherford Ave., Charlestown, Mass.  
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.  
 Chicago Quilt Mfg. Co.; 1857 Roosevelt Rd., Chicago, Ill.  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Ehrick & Co., Fred; 36th St. at 3rd Ave., Brooklyn, N. Y.  
 Fulton Bag & Cotton Mills; Atlanta, Ga.  
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Hettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden & Deane Canvas Products Co.; 564 Washington Blvd., Chicago, Ill.  
 Louisville Bedding Co.; Louisville, Ky.  
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.  
 Maish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 Milvo Awning & Tent Works; 101 W. Liberty St., Rome, N. Y.  
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.  
 New York Drop Cloth Co.; 150 Greene St., New York, N. Y.  
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.  
 Oshkosh Excelsior Co.; Oshkosh, Wis.  
 Ottawa Cushion Co.; Rock Island, Ill.  
 Royal Bedding Co.; 721-27 Cass Ave., St. Louis, Mo.  
 Snelson Bros., Inc.; 59-65 Washington St., N., Boston, Mass.  
 Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.  
 Union Carpet Lining Co.; New London, Conn.  
 Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.



## IRON HORSE

Furniture Pads are now  
 lower in price than at  
 any time in SEVEN-  
 TEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1932

Van Linings Grand Covers Tie-Tape

CANVAS SPECIALTY CO., Inc.  
 200 CANAL ST. NEW YORK CITY



Reg. U. S. Pat. Off.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION and WAREHOUSING

**Fulco** *Quilt-edge* **FURNITURE PADS**

New, low prices on extra-quality pads easily identified by the brilliant quilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

36 x 62"	.....\$10.25
52 x 62"	.....14.25
80 x 62"	.....19.75

per dozen, F.O.B. Atlanta. 10% advance in less than 1 doz. lots. Terms 2% 10 or net 30 days, on approved credit.

Write for complete information on Furniture Pads, Tarpaulins and Burlap.

**Fulton Bag & Cotton Mills**  
 Manufacturers Since 1870

Atlanta St. Louis Dallas  
 Minneapolis Brooklyn New Orleans Kansas City, Kan.

## The Greatest Furniture Pad Buy in History

America's Finest and Longest Wearing Pad



For April Only

## DREADNAUGHT FURNITURE PADS

36" x 72" cut size @ \$10.50 per doz.  
 54" x 72" cut size @ 14.50 per doz.  
 72" x 80" cut size @ 18.00 per doz.

2%/10/30 days net on approved credit f.o.b. New Haven.

## WE ALSO MANUFACTURE

Van Liner Pads, Piano Covers, Canvas Tarpaulins,  
 Scotch Dundee Burlap, Radio Covers, Electric Refrigerator  
 Covers and all kinds of Special Covers.

America's Largest Pad Manufacturers Since 1910

**NEW HAVEN QUILT & PAD CO.**  
 NEW HAVEN, CONN.

## PADS, FURNITURE EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
 Altamont Mfg. Co.; Altamont, Ill.  
 American Excelsior Corp.; 1000 N. Halsted St., Chicago, Ill.  
 Atlantic Excelsior Co.; 615 West 39th St., New York, N. Y.  
 Boston Excelsior Co.; 29th and 11th Avenue, New York, N. Y.  
 Burkhardt Mfg. Co., F.; 4900 N. Second St., St. Louis, Mo.  
 Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.  
 Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.  
 Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.  
 Gardner Pad Co.; Gardner, Mass.  
 Indiana Excelsior Co.; Keystone & Belt, Indianapolis, Ind.  
 Little Rock Excelsior & Wrapper Mfg. Co.; Box 146, No. Little Rock Ark  
 Orange Mfg. Co.; Elford, N. C.  
 Phillips Excelsior Co.; Chattanooga, Tenn.  
 Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.  
 Sheboygan Pad Co.; Sheboygan, Wis.  
 Washington Excelsior & Mfg. Co.; Foot of Main St., Seattle, Wash.  
 Webster Bros. Mfg. Co.; Mason City, Iowa.

## PARTITIONS, STEEL

Art Metal Construction Co.; Jamestown, N. Y.  
 Cyclone Fence Co.; Box 517, Waukegan, Ill.  
 Ebinger Sanitary Mfg. Co., D. A.; 180 Lucas St., Columbus, Ohio.  
 Edwards Mfg Co; 529 Eggleston Ave., Cincinnati, Ohio.  
 Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
 Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
 Page Fence & Wire Prod. Assn.; Dept. Z, 215 N. Michigan Ave., Chicago, Ill.  
 Phoenix Wire Works; Kirby Ave. and E. & G. T. R.R., Detroit, Mich.  
 Sanymetal Prod. Co.; 1705 Urbana Rd., Cleveland, Ohio.  
 Smith, F. P., Wire & Iron Works; Fullerton, Clybourn & Ashland Aves. & Chester St., Chicago, Ill.  
 Tyler Co., W. S.; 3621 Superior Ave., N. E. Cleveland, Ohio.

## PIANO COVERS

Astrup Co.; 2937 W. 25th St., Cleveland, Ohio  
 Barnett Canvas Goods & Bag Co.; 127 Arch St., Philadelphia, Pa.  
 Bauer, Frederick J.; 65 to 69 Fourth Ave., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Buckeye Tent, Awning & Mfg. Co.; 264 Spruce St., Columbus, Ohio.  
 Canvas Specialty Co., Inc., 200 Canal St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Fulton Bag & Cotton Mills; Atlanta, Ga.  
 (See advertisement elsewhere in this issue.)  
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.  
 Gotach Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Gettrick Mfg. Co.; D.W.28, Summit & Magnolia Sts., Toledo, Ohio.  
 Holtzman, Henry, & Sons Co.; 2000 to 2082 E. Main St., Columbia, Ohio  
 Kennedy Car Liner & Bag Co.; Shelbyville, Ind. (Paper)  
 Kimball Co.; W. W.; 306 S. Wabash Ave., Chicago, Ill.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New Haven Quilt & Pad Co.; 80 Franklin St., New Haven, Conn.  
 (See advertisement elsewhere in this issue.)  
 Self Lifting Piano Truck Co., Findlay, Ohio.  
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 Wilcox Co., M. L.; 210 Water St., Toledo, Ohio.

## PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Donnelly Son & Putnam; 92 Sunswick St., Long Island City, N. Y.  
 Fairbanks Co., Exec. Off.; 393 Lafayette St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.  
 Snelson Bros., Inc.; 59-65 Washington St., No., Boston, Mass.

## RACKS, STORAGE

Art Metal Construction Co.; Jamestown, N. Y.  
 Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
 Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.  
 De Luxe Metal Furniture Co.; 60 E. 42nd St., New York, N. Y.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.  
 Irving Iron Works Co.; Dutchkill Creek & 3rd St., Long Island City, N. Y.  
 Koenig & Co., Edward L.; 569 1/2 West Lake St., Chicago, Ill.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.  
 Lyon-Metal Products, Inc.; City Limits, Aurora, Ill.

An investment in advertising over a period of years is an invaluable asset. It is worth what was paid for it if the advertiser keeps on advertising and thus protects it and increases its value and keeps it alive.

Market Forge Co.; Garney St., Everett, Mass.  
 Medart Mfg. Co., Fred; Pontiac & DeKaik Sts., St. Louis, Mo.  
 Mills Co., The; 5320 St. Clair Ave., Cleveland, Ohio.  
 New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
 Perfection Metal Container; 3603 E. 82nd St., Cleveland, Ohio.  
 Revolver Co.; 896 Garfield Ave., Jersey City, N. J.

## RECORDERS, MOTOR TRUCK

Brown Spring Oiler Co.; 6913 Carnegie Ave., Cleveland, Ohio.  
 Electric Tachometer Corp.; Broad and Spring Garden Sts., Philadelphia, Pa.  
 Keuffel & Esser Co.; Hoboken, N. J.  
 Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
 Service Recorder Co.; 458 Hanna Bldg., Cleveland, Ohio.  
 Stewart-Warner Speedometer Corp.; Diversay Blvd., Chicago, Ill.  
 U. S. Recording Instruments Corp.; 555 W. 57th St., New York, N. Y.  
 Veeder Mfg. Co.; 54 Sargeant St., Hartford, Conn.

## REFRIGERATOR TRUCKS

Self Lifting Piano Truck Co.; Findlay, Ohio

## He Did a Houdini!



There were always three men on his deliveries until he bought

## Modern X-70 Refrigerator Trucks

Then one was made to disappear and there were but two—but the same work was done, even better and easier. Resolve today to eliminate one man on deliveries, heavy lifting, damaged cabinets, floors and woodwork.

Light, all steel frame; 4" rubber tired wheels; one truck fitted with two top casters for tilting and rolling into delivery truck. Only pads touch cabinet. Fit all cabinets, with or without legs. \$38.

Rubber tired, ball bearing swivel casters on one end \$5 extra.

SELF-LIFTING PIANO TRUCK CO., FINDLAY, O.

## SAWS, PORTABLE MACHINE

American Saw & Mfg. Co.; 71 Boylston St., Springfield, Mass.  
 American Saw Mill Mch. Co.; Hackettstown, N. J.  
 Atkins & Co., Inc., E. C.; 410 S. Illinois St., Indianapolis, Ind.  
 O. H. & E. Mfg. Co.; Milwaukee, Wis.  
 Challenge Co.; 193 River St., Batavia, Ill.  
 Oresson-Morris Co.; 18th & Allegheny Aves., Philadelphia, Pa.  
 Diaston & Sons, Inc., Hy.; Tacony Sta., Philadelphia, Pa.  
 Electro-Magnetic Tool Co.; W. 19th St. & 52nd Ave., Cicero, Ill.  
 Fairbanks, Morse & Co.; 80. Wabash Ave., Chicago, Ill.  
 Kaetker Saw Co.; 4600 Spring Grove Ave., Cincinnati, Ohio.  
 Kennedy, Ralph M.; 111 No. 7th St., Philadelphia, Pa.  
 Leach Co.; Onkosh, Wis.  
 Lippert Saw Co., E. T.; 19 Lincoln Ave., Millvale, Pittsburgh, Pa.  
 New Holland Machine Co.; New Holland, Pa.  
 New Winona Mfg. Co.; 994 West Fifth St., Winona, Minn.  
 Ohlen-Bishop Co.; Simpson Lane & Ingleside Ave., Columbus, Ohio.  
 Onan & Sons, D. W.; 95 Royalston Ave., Minneapolis, Minn.  
 Schmidt Bros. Co.; Davenport, Iowa.  
 Skilaw, Inc.; 3310 Elston Ave., Chicago, Ill.  
 Taylor Iron Works & Supply Co.; Macon, Ga.  
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.  
 Worth Machinery Manufacturers, Los Angeles, Cal.



## SCALES

American Kron Scale Co.; 424 E. 53rd St., New York, N. Y.  
 Beckman Bros.; Des Moines, Iowa.  
 Grunner Foundry & Mchry. Co.; Peru, Ill.  
 Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.  
 Dayton Scale Co.; Dayton, Ohio.  
 Exact Weight Scale Co.; 265 W. Spring St., Columbus, Ohio.  
 Fairbanks & Co., E. & T.; St. Johnsbury, Vt.  
 Fairbanks Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
 Gaston Scale Co.; Beloit, Wis.  
 Howe Scale Co.; Rutland, Vt.  
 International Business Machines Corp.; 270 Broadway, New York, N. Y.  
 Meadows Mfg. Co.; Bloomington, Ill.  
 Merrick Scale Mfg. Co.; 87 Summer St., Passaic, N. J.  
 Moline Implement Co., Inc.; Moline, Ill.  
 Sawyer Spec. Scale Co.; Jacksonville, Fla.  
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
 Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.  
 Toledo Scale Co.; Toledo, Ohio.

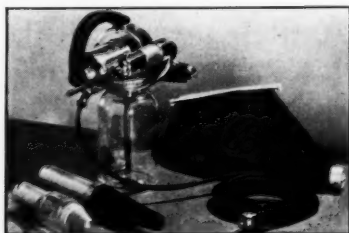
By a process of starting and stopping advertising, the willing public never gets a chance to remember the product.

## SPRAYERS, INSECT

Idico Corp.; 461 Eighth Ave., New York, N. Y.

**WANT THIS G. E.  
 MOTH SPRAYER**  
 and Vacuum Cleaner

**FREE**  
 ? ? ? ? ?



Only a Limited  
 Number

Send Coupon  
 Below for  
 Full Details

## An Astounding Offer

Get this free G. E. equipment to protect warehouse stock. Use it on service work—a charge of \$10.00 (old standard price \$25.00) to demoth a 3 piece suite yields you \$5.00 clear profit. Whips all competition. Opens big new market.

Complete outfit free—the only one that injects vapors within the interior of an upholstered piece and is both vacuum cleaner and spray. It's yours, not leased. Send the coupon NOW for full details and the story of Idico Crystal Spray—used by thousands of leading firms to thoroughly demoth and protect the most valuable merchandise.

-----  
 IDICO CORPORATION, 461 Eighth Ave., New York.  
 Send details of Special G. E. Moth Sprayer offer.

NAME .....  
 ADDRESS .....  
 CITY AND STATE .....

## STENCIL MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.  
 Diagraph Stencil Mche. Corp.; 2913 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mche. Co.; 22 Ideal Block, Belleville, Ill.  
 Marsh Stencil Mche. Co.; 35 Marsh Bldg., Belleville, Ill.  
 United Autograph Register; 5000 S. California Ave., Chicago, Ill.

## TRACTORS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)  
 Case Threshing Machine Co., J. I.; Dept. I, Racine, Wis.  
 Caterpillar Tractor Co.; Peoria, Ill.  
 Clark Tractor Co.; Battle Creek, Mich.  
 (Gas Powered)  
 Cleveland Tractor Co.; Lamb & Euclid Aves., Cleveland, Ohio.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 J. T. Tractor Co.; 1794th and St. Clair Ave., Cleveland, Ohio.  
 Lakewood Eng. Co.; Berea Road, Cleveland, Ohio.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Monarch Tractors, Inc.; Watertown, Wis.  
 Prescott Co.; P. O. Box 307, Menominee, Mich. (Gasoline)  
 Stuebeling-Cowan Co.; 312 E. Court St., Cincinnati, Ohio. (Electric)  
 Trowmotor, Inc.; Cleveland, Ohio. (Gasoline)  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.  
 Yuba Mfg. Co.; San Francisco, Cal.

## TRAILERS, INDUSTRIAL TRUCK

Atlas Trailer & Water Mufflers, Inc.; U. S. Nat'l Bank Bldg., Galveston, Tex.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Clark Co., Geo. P.; 4 Canal St., Windsor Locks, Conn.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Dinuba Steel Prod. Corp.; 200 Paul Ave., San Francisco, Calif.  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Koenig & Co., Edward L.; 569 1/2 West Lake St., Chicago, Ill.  
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.  
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Menasha Wood Split Pulley Co.; Menasha, Wis.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
 Streich & Bro. Co., A.; 318 Eighth St., Oshkosh, Wis.  
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
 West Bend Equip. Co.; 200 So. Water St., West Bend, Wis.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## TRUCKS, INDUSTRIAL

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Automatic Transportation Co., Inc.; 2937 Main St., Buffalo, N. Y.  
 Baker-Rauling Co.; 2162 W. 25th St., Cleveland, Ohio. (Electric)  
 Clark Tractor Co.; Battle Creek, Mich.  
 Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 Fairbanks Co.; Exec. Off., 393-399 Lafayette St., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Howe Chain Co.; 2-30 East Clay Ave., Muskegon, Mich.  
 Kent Machine Co.; Kent, Ohio.  
 Koppel Industrial Car & Equip. Co.; Koppel, Pa.  
 Ladef Mfg. Co.; New Philadelphia, Ohio.  
 Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Miami Mfg. Co.; Peru, Ind.  
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
 Ottumwa Iron Works, Inc.; 402 W. Main St., Ottumwa, Iowa  
 Peerless Wire Goods Co.; 2910 Ferry St., Lafayette, Ind.  
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
 Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

One of the most valuable products of advertising is its cumulative power and a short-lived campaign dies of its own accord just when the advertising is getting a lifting grasp on its burden.

## TRUCKS, ROLL PAPER

Norman, Wm. A.; 180 No. Michigan Ave., Chicago, Ill.  
Seaman Paper Co.; 360 No. Michigan Ave., Chicago, Ill.

## The NORMAN Truck

Pat. No. 1207433

## Saves Paper—Time—Money—Men

Handles roll paper, simply and easily, without damage even to the outer sheets. Handling paper pays, and Norman Trucks get you the business.



William A. Norman  
180 North Michigan  
Ave., Chicago, Ill.

Ask for  
description  
circular.

## TRUCKS, TIERING

Alvey Ferguson Co.; 70 North Ave., Cincinnati, Ohio.  
Atlas Car & Mfg. Co.; Cleveland, Ohio.  
Automatic Transportation Co.; 2987 Main St., Buffalo, N. Y.  
Barrett-Cravens Co.; 3264 W. 30th St., Chicago, Ill.  
Clark Tractor Co.; Battle Creek, Mich.  
Couple Gear Elec. Truck Co.; Grand Rapids, Mich.  
Crescent Truck Co.; 165 N. 10th St., Lebanon, Pa.  
Diamond State Fibre Co.; East Bridgeport, Pa.  
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
Excelsior Filmmtruck Co.; Woodland Ave., Stamford, Conn.  
Grand Rapids Vapor Kiln; Grand Rapids, Mich.  
Hydraulic Press Mfg. Co.; 83 Lincoln Ave., Mt. Gilead, Ohio.  
Lakewood Eng. Co.; Berea Rd., Cleveland, Ohio.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.  
Revolver Co.; 396 Garfield Ave., Jersey City, N. J.  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.  
Union Steel Prod. Co.; 132 N. Berrien St., Albion, Mich.  
Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
Yale & Towne Mfg. Co.; 548 Pacific St., Stamford, Conn.

## VACUUM CLEANERS, PORTABLE

Allen & Billmyre Co., Inc.; 547 Grand Central Palace, New York, N. Y.  
(Stationary and Portable)  
Arco Vacuum Corp.; 40 W. 40th St., New York, N. Y. (Heavy duty Portable)  
Electric Vacuum Cleaner Co., Inc.; 1734 Ivanhoe Rd., Cleveland, Ohio. (Portable)  
Electrolux, Inc.; 250 Park Ave., New York, N. Y.  
Idico Corp.; 461 Eighth Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Rolling-Stone advertisers cannot advertise when business is bad, because they have no money. They do not need to advertise when business is good, because they have too much business. With the rolling-stone advertiser, there is no time to advertise.

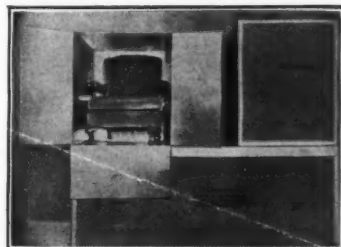
WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Invincible Vacuum Cleaner Mfg. Co.; 15th St., Dover, Ohio. (Heavy duty Portable)  
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Portable)  
Scott & Fetzer; W. 114th & Locust Ave., Cleveland, Ohio. (Portable)  
Spencer Turbine Co.; 517 New Park Ave., Hartford, Conn. (Heavy duty, Stationary and Portable)  
Sturtevant Co., Inc., B. F.; 16 Damon St., Hyde Park, Boston, Mass. (Heavy duty, Portable and Stationary)  
United Electric Co.; Canton, Ohio. (Portable and Stationary)  
Wise McClung Corp.; Box WD, 451 Park Ave., N. W., New Philadelphia, Ohio. (Portable)

## VAULTS, FUMIGATION

Calcyanide Co.; 60 East 42nd St., New York, N. Y.  
Electrolux, Inc.; 250 Park Ave., New York, N. Y.  
Furniture Fumigation Corp.; 100 West 101st St., New York, N. Y.  
Haskelite Mfg. Co.; 120 So. La Salle St., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

## EXTERMOVAVULT



NEW PRICE

6 00

PER SET

IN LOTS OF  
1 DOZEN SETS  
OR OVER  
F.O.B., N. Y. CITY

APPROVED BY U. S. DEPT. OF AGRICULTURE

## FURNITURE FUMIGATION CORP.

100 W. 101st ST., NEW YORK CITY

## WAREHOUSE FORMS (Printed)

The House of Hubbell, 648 Huron Road, Cleveland, Ohio (A.W.A. Standard)

## WHEELS

Budd Wheel Co.; 25th & Hunting Park Ave., Philadelphia, Pa.  
Electric Wheel Co.; Walton Heights, Quincy, Ill.  
Morand Cushion Wheel Co.; 618 S. May St., Chicago, Ill.  
Sewell Cushion Wheel Co.; 6468 Gratiot St., Detroit, Mich.

## WORK SUITS

Brownstein-Lewis Co.; 751 So. Figueroa St., Los Angeles, Cal.  
Burnham, Munger, Root Dry Goods Co.; 8th and Broadway, Kansas City, Mo.  
Carhart-Hamilton Cotton Mills; Michigan Ave. and Kent St., Detroit, Mich.  
Cohn, Goldwater Co.; 525 E. 12th St., Los Angeles, Cal.  
Courtner & Son, Thomas; 310 Spring St., New York, N. Y.  
Crown Overall Mfg. Co.; 3rd and Plum Sts., Cincinnati, Ohio.  
Efroymsen & Wolf; 360 W. Washington St., Indianapolis, Ind.  
Elder Mfg. Co.; 13th and Lucas Sts., St. Louis, Mo.  
Finch, Van Slyck & McConville; Park Square, St. Paul, Minn.  
Finck & Co., W. M.; 3708 Gratiot Ave., Detroit, Mich.  
Fleishner, Mayer & Co.; Portland, Ore.  
Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.  
Goll & Frank Co.; East Water and Buffalo Sts., Milwaukee, Wis.  
Greenbaum, Weil & Michels; 742 Mission St., San Francisco, Cal.  
Hanke Bros.; Main and 12th Sts., Cincinnati, Ohio.  
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
Hirsh-Weis Mfg. Co.; Portland, Ore.  
Industrial Garment Co.; 100-03 Liberty Ave., Ozone Park, Long Island, N. Y.  
Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.  
Lee Mercantile Co.; H. D.; Kansas City, Mo.  
Lindeke, Warner & Son; St. Paul, Minn.  
McDonald Mfg. Co.; R. L.; Twelfth and Penn Sts., St. Joseph, Mo.  
Miller Mfg. Co.; Paris, Texas.  
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Crocker Tfr. & Stge. Co.  
**Dallas**  
American Tfr. & Stge. Co.  
Dallas Tfr. & Term. Whse. Co.  
Dallas-Trinity Whse. Co.  
Inter-State Fp. Stge. & Tfr. Co.  
**El Paso**  
Daniel Stge. Co., R. L.  
**Fort Worth**  
Blinson-O'Keefe Fp. Stge. Co.  
Ft. Worth Whse. & Stge. Co.  
Harris Whse. Co., Temple  
Johnson Stge. & Whse. Co.  
**Hartington**  
Jones Tfr. & Stge. Co., Inc.  
**Houston**  
Patrick Tfr. & Stge. Co.  
Universal Term. Whse. Co.  
Westheimer Tfr. & Stge. Co.  
**Port Arthur**  
English Tfr. & Stge. Co.  
**San Antonio**  
Merchants Tfr. & Stge. Co.

Muegge-Jenull Whse. Co.  
Scobey Fp. Stge. Co.  
Southern Transfer Co., Inc.  
**Tyler**  
Tyler Whse. & Stge. Co.  
**Wichita Falls**  
Tarry Whse. & Stge. Co.

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Western Gateway Stge. Co.  
**Salt Lake City**  
Central Warehouse  
Jennings-Cornwall Whse. Co.  
Security Stge. & Com. Co.

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**Roanoke**  
Pitzer Transfer Corp.  
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Lyon Van & Stge. Co.  
Olympic Whse. & C. S. Co.  
Reliable Tfr. & Stge. Co.  
Taylor Edwards Whse. & Tfr. Co.  
United Warehouse Co.  
Winn & Russell, Inc.  
**Spokane**  
Cater Tfr. & Stge. Co.  
Pacific Tfr. Co.  
Spokane Tfr. & Stge. Co.

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Gateway City Tfr. Co.  
La Crosse Term. Whse.  
**Madison**  
Union Tfr. & Stge. Co.  
**Milwaukee**  
Atlas Storage Co.  
Carlson Stge. Co.  
Cookley Bros.  
Hansen Storage Co.  
Lincoln Fp. Whse. Co.  
Terminal Warehouse Co.  
**Racine**  
Racine Stge. & Tfr. Co.  
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Meres Tfr. & Stge., O. H.  
Sheboygan Furn. Fwdg. Co.

**CUBA**

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Cuban Warehouses Corp.

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Hill the Mover  
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**Toronto**  
Canadian Rail & Harbour Terminals, Ltd.  
City Storage, Limited  
Hill the Mover  
Pickard, Ltd., W. J.  
Tippet-Richardson, Ltd.

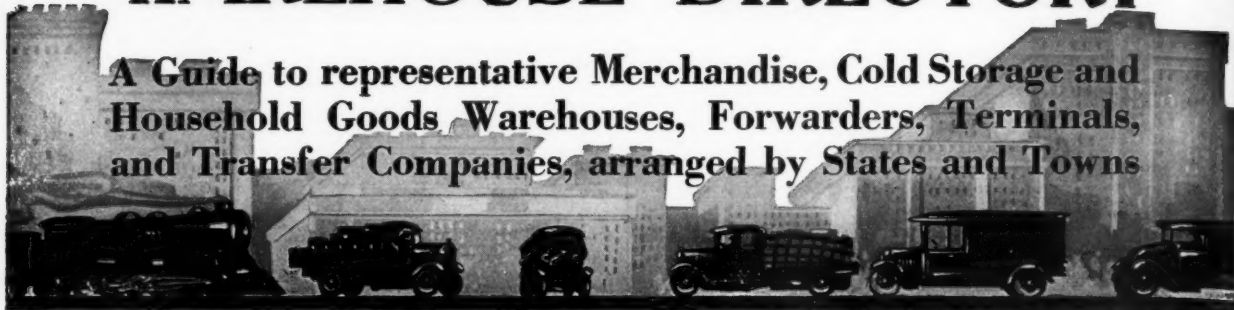
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**Montreal**  
Montreal Rail & Water Terms., Ltd.  
Morgan Trust Co.  
National Terms. of Canada, Ltd.  
**Westmount**  
Westmount Tfr. & Stge., Ltd.

# WAREHOUSE DIRECTORY

**A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns**



## "Andy Says"

THE past year in warehousing has been a most trying one for those who were not prepared for what happened—and what has happened will continue until most warehousemen have tuned themselves to the new order of things—1932 will be a most important year for warehousing as well as for those industries that warehousing depends on for its revenue.

¶ Several years ago *Distribution and Warehousing* made a very careful survey of the intercity hauling of goods. Some thought we overdrew the picture a bit at the time to make it more convincing to those who failed to see the trend of the future—we were lauded on one hand by the fellow who saw the future as we did; and we were criticised on the other hand by the fellow who had a good storage business but who did not care to link up the motor freight business with that which he had—in many cases he feared the trouble and the grief that might be attached to such a move.

¶ In a way that warehouseman was right—but he failed at the time to realize the potency of the growing demand among national distributors for that kind of

service from the same building where he stored his goods.

¶ Since that time, however, many of those warehousemen have turned their loading platforms into veritable motor freight stations—some needed larger quarters, and built modern motor freight stations in connection with their storage warehouses.

¶ If warehousing is to control this situation, then warehousemen must solve the problem to the complete satisfaction of the distributors whose goods he handles—warehousing has never failed in its efforts to do a complete and satisfactory job, and it won't fail in this.

¶ The best way to know what *should* be done is to sit down with your distributor and find out what he *wants done*. In this way you need not fear losing your accounts to your competitor, and you will also obtain many new customers by reason of the added service that you will have to offer.

*Andy*

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

April 15-16.....Missouri Warehousemen's Association.....Kansas City  
 April .....Portland Dairymen & Warehousemen's Association.....Portland, Ore.  
 April .....Maryland Warehousemen's Association.....Baltimore  
 April .....Minnesota Warehousemen's Association.....To be announced  
 April .....Pacific States C. S. Warehousemen's Assoc'n.....To be announced  
 May .....Birmingham Warehousemen's Club.....Birmingham  
 May .....California Warehousemen's Association.....Probably Los Angeles  
 May .....Montreal Branch of Canadian S. & T. A.....Montreal  
 May .....Spokane Warehouse & Transfer Association.....Spokane  
 May .....Washington State Warehousemen's Association.....To be announced

June .....British Columbia, Gen'l Cartage & Storage Assoc'n of...Vancouver  
 June .....Canadian Storage & Transfermen's Assoc'n.....Western, Banff  
 June .....Canadian Storage & Transfermen's Assoc'n.....Eastern, to be announced  
 June 6-7.....Illinois, Central Warehousemen's Association of.....Bloomington  
 June .....Illinois Furniture Warehousemen's Association.....Chicago  
 June .....New York State Warehousemen's Association.....To be announced  
 July .....Denver, Movers & Warehousemen's Association of.....Denver  
 July .....National Team & Motor Truck Owners' Association.....To be announced  
 July or Aug.....Montana, Transfer & Storagemen's Association of.....To be announced  
 August .....Wisconsin Warehousemen's Association.....To be announced

BIRMINGHAM, ALA.

1880—Fifty Years of Honorable Service—1930  
**HARRIS TRANSFER  
AND  
WAREHOUSE CO.**

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MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING**

*Prompt Service—Accurate Accounting*

**First Ave., at 13th St., South**

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Distribution of Pool Cars Given Special Attention—Motor Trucks in  
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Fireproof Warehouse  
Household Goods and Merchandise**  
Members  
S. W. A.

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HOUSEHOLD GOODS  
LONG DISTANCE MOVING**  
Allied Van Lines

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**Alabama**

(Motor)

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Complete Warehouse  
and Merchandise & H. H. Goods  
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*"Special Attention Given Pool Cars"*

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Low Insurance Rate Bonded Trucking Service  
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POOL CAR DISTRIBUTION

*Lowest Insurance Rates*

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*Trucking Service*

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Sprinklered warehouse—Insurance rate 46c.

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AND  
STORAGE**

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forwarding agents. Pool car distribution our specialty.

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President

W. J. ECHOLS  
Vice-President

J. MONTAGUE WILLIAMS  
Manager

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General Merchandise Storage. Forwarding. Pool Car Distribution.  
55,000 Square Feet Floor Space.  
Modern Fire Proof Building. Sprinkler Equipped.  
Lowest Insurance Rate.  
On St. Louis, San Francisco Railroad Reciprocal Switching.

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**Storing—Shipping—Moving**

**Pool-Car Distributing a Specialty**



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**"A Complete Service"**

Modern Offices—Storage—Drayage and Distribution  
Located in the heart of the wholesale and shipping  
district.

**Fireproof Sprinklered  
Private Railroad Siding**

**Low Insurance  
Quick Service**



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Arkansas' Largest Warehouse  
Merchandise—Household Storage



NEW TERMINAL WAREHOUSE CO.  
LITTLE ROCK ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.

Absolutely  
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Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods



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Hunter Transfer & Storage Co.

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Texarkana, Ark.



Pool Cars Distributed, Merchandise and  
Household Goods Storage, Trucking.



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HOLLYWOOD STORAGE CO.

"HOUSEHOLD & MERCHANDISE"

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HOUSEHOLD  
GOODS

MERCHANDISE

STORAGE AND  
DISTRIBUTION



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Mark Your Shipments  
Care of

AMERICAN STORAGE CO.

Member  
C. F. & S. Assn.

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LOS ANGELES

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and DISTRIBUTION

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Specialist in Food Distribution

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Central Location  
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Cartage  
Service  
Merchandise  
Exclusively

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LOS ANGELES, CAL.

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OUR SERVICE INCLUDES

**STORING  
HANDLING — SHIPPING**

Jennings-Nibley Service will efficiently take care of your stor-  
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Pool car distribution, expert traffic management, and daily  
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Buildings sprinklered throughout 180,000 sq. ft. Low insurance  
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LOS ANGELES, CAL.

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and Distribution—

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Fireproof Storage  
COMPANY

800-812 N. SPRING ST.

Pool Car Distribution  
Private Siding  
Sprinkler System  
Lowest Insurance Rates  
Complete Warehousing & Trucking Service—



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316 Commercial Street

**Los Angeles Warehouse Company**

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly  
Hills, and Los Angeles direct to us. We will insure  
you satisfied customers. A complete service.

LOS ANGELES, CAL.

**METROPOLITAN  
WAREHOUSE CO.**

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and Distribution



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Reinforced Concrete Building  
Centrally Located in Metropolitan District  
Fire Insurance Rate 15.3 Cents

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CALIFORNIA'S MOST MODERN WAREHOUSE

General  
Merchandise  
Storage  
and  
Distribution



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MANAGEMENT AND OPERATION IN ASSOCIATION WITH  
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PERSONAL SERVICE

30 CAR SWITCHTRACK  
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INQUIRIES WELCOMED

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STORAGE, MOVING, PACKING,  
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Agents, Aero Mayflower Transit Co.

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General Merchandise  
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56 Motor Trucks  
Desirable Private  
Offices—Desk Space  
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A superior service in  
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clerical detail that cost  
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Centrally located — Uncongested district  
Loading dock accommodations for 22 trucks

GENERAL MERCHANDISE STORAGE

POOL CAR DISTRIBUTORS

Complete Warehousing & Trucking Service

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Your Distribution Headquarters  
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the Accepted Standard for a  
complete Moving, Packing,  
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Fireproof Storage



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MERCHANDISE AND COMMODITY WAREHOUSING  
AT SHIPSIDE

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80,000 square feet on one floor adjoining docks of American-Hawaiian, Williams Line, McCormick, Munson and Oceanic & Oriental Steamship Lines.

DIRECT HANDLING BETWEEN SHIPS AND WAREHOUSE.  
Combining increased efficiency with low tariff.  
Redistribution by water, rail and truck lines.

Inquiries solicited from responsible firms interested in term  
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American Chain of Warehouses  
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(Established in 1859)

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Terminal at First, Brannan and Federal Streets  
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OPERATED IN CONJUNCTION WITH

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AND

TILDEN SALES BUILDING

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Pioneer in the Warehouse and Distribution Business  
Operating in the Logical Distribution Center of the Pacific Slope with  
Complete Warehouse and Drayage Facilities  
Low Insurance Rates

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Member American Warehousemen's Ass'n.  
Member American Chain of Warehouses

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A Complete Ser-  
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and Distribution  
of General  
Merchandise

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Member: American Warehousemen's Association  
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Complete Warehousing, Distri-  
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**SOUTH END  
WAREHOUSE  
COMPANY**

ESTABLISHED 1901

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Pool Car Distributors.

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The Men Who Distribute  
**General Electric Products**  
Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses



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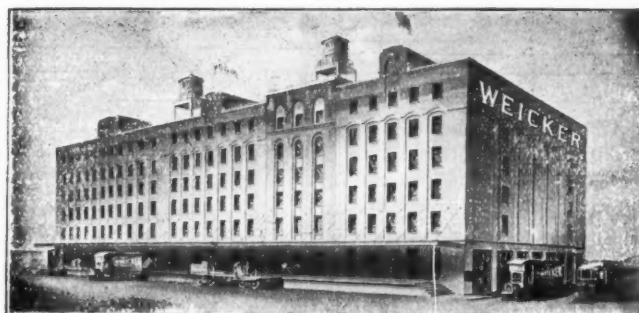
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Service Complete for  
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Distribution of Gen-  
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Heavy Machinery and  
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Free Switching

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Write Our Traffic  
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TRANSFER & STORAGE CO.

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New York Chicago San Francisco



DENVER, COLO.

WAREHOUSE Your Stocks with Us

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150,000 Sq. Ft. Space  
Serves Two Million  
Population

Send Pool Cars in our care for distribution. Forty-two teams and trucks insure prompt service to customers and satisfaction to you.

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F. C. BARTLE, Pres.

INC. 1912

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SPRINKLER SYSTEM WAREHOUSE  
FREE SWITCHING FROM ALL RAILROADS  
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L. C. McCarty, Mgr.

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A modern storage and distribution service. Daily deliveries via rail, boat, motor truck, to all principal towns and cities within 150 miles radius. Private rooms for storage of furniture and special facilities for moving, packing crating and shipping of household effects. Also Warehouses at Hartford, Conn. and Springfield, Mass.

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Complete service for Warehousing and Distribution of  
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Members Conn. Whse. Ass'n—United Van Service

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Incorporated 1908

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Superior Facilities for the Moving of Machin-  
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Effects of Every Description Properly Packed  
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**STORAGE WAREHOUSES**

With Separate Apartments for Household  
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Shipments

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Local and Long Distance Furniture and Piano Moving  
Packing, Crating and Shipping of Pianos, Furniture, China  
Only Fireproof Storage Warehouse in HartfordMembers { National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
Canadian Warehousemen's Association**MIDDLETOWN, CONN.**

Fireproof Storage

**J. W. Rogers, Incorporated**R. R. Siding Office Fagan Ave. Boat Facilities  
Storage Household Goods in Separate Rooms  
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Member of A. W. A., N. F. W. A.,  
A. C. W., Hartford Chamber of  
Commerce, Hauling Member of the  
Allied Van Lines, Inc.**NEW HAVEN, CONN.****STORE DOOR DELIVERY  
IN CONNECTICUT**

Daily distribution to all cities and towns in Connecticut. Send us your cars for distribution and we make all deliveries and collections for you.

Equipment capacity 300,000 lbs.

**STORAGE and POOL CAR SERVICE****LOCAL EXPRESS, INC.**

Offices: 29 George St.

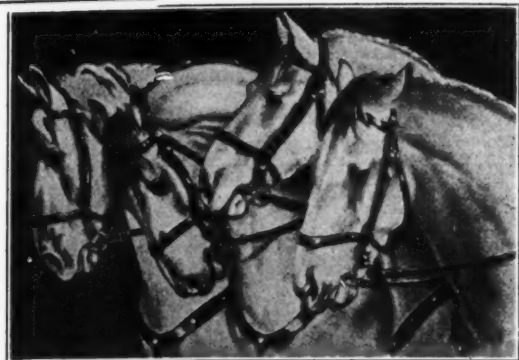
**An Announcement:****Fleet Economies for Greater Profits****B**EGINNING with the April issue this motor freight department will be edited by F. Eugene Spooner, who has long been identified with the road transport industry as a writer and as a student of all phases of its activities, from shop layout to delivery operation.

Mr. Spooner will present a series of articles designed to help warehouse executives who operate trucks. The coming texts will cover:

1. Cost and record keeping as factors in economical operation.
2. Reducing loading and unloading and other dollar-taking delays.
3. Refrigerator trucks, demountable bodies, containers, six-wheel trucks, trailers, armored vehicles.
4. Maintenance methods. Equipment which saves money.
5. Body painting and upkeep.
6. Proper load capacities for trucks and trailers.
7. Garage layout and methods.
8. Shop practice and equipment.
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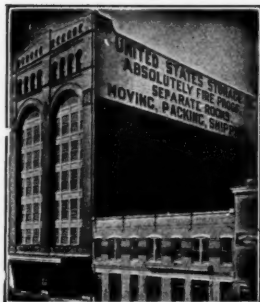
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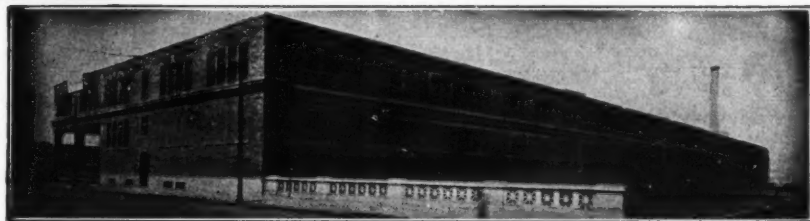
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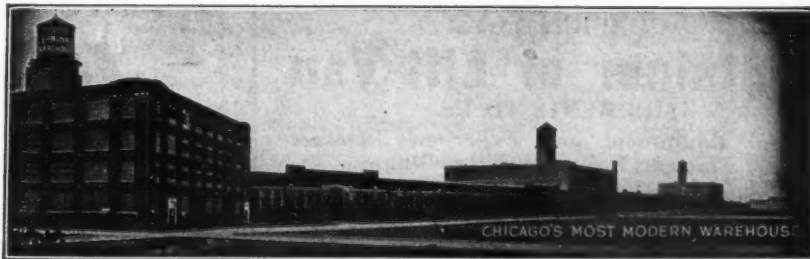
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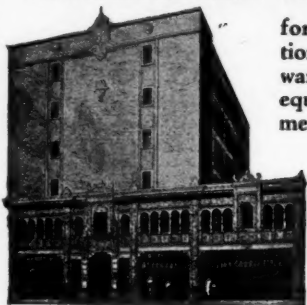
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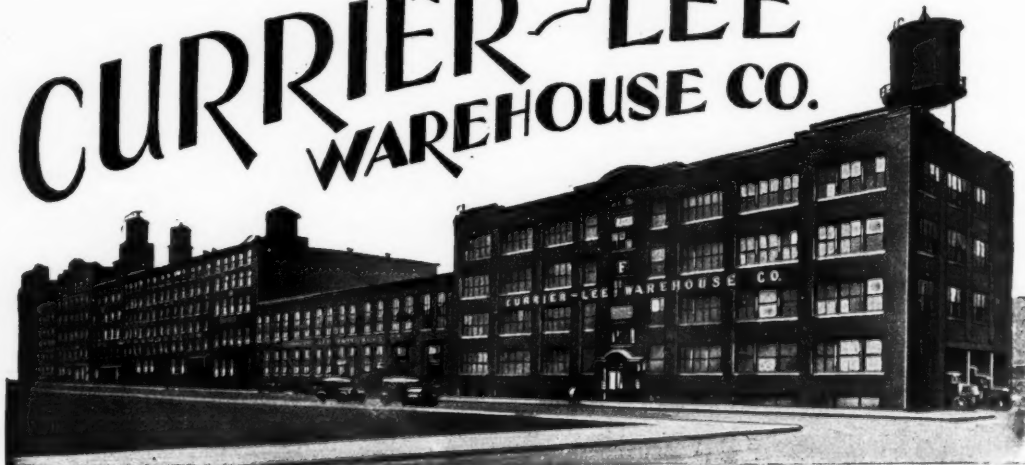
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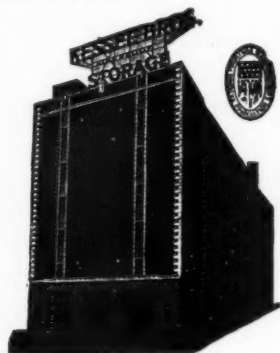
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**Lex Terminal Warehouse Co.**

N. W. Riverside Drive and Ingle St.  
120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage. Office and Warehouse Space to Lease or Rent.  
RIVER, RAIL, TRUCK FACILITIES. Operating Evansville. Central Union Truck Terminal, Inc. Store door delivery service to 300 towns in Southern Indiana, Illinois and Western Kentucky.  
Phones.

## EVANSVILLE, IND.

**STERLING PRODUCTS COMPANY****FIREPROOF WAREHOUSE**

General Storage. Factory Space.  
Space and Offices for Branch Warehouses.  
I. C. and L. & N. Siding. Improved Sts.  
*Operate Own Trucks*

## FORT WAYNE, IND.



FIREPROOF AND NON-FIREPROOF BUILDINGS.  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Siding—Pool Car Distribution

## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.***"Fireproof" Buildings***STORAGE, TRANSFER, DISTRIBUTION***Located in Center of Business District*

We have our own truck line and are equipped to make prompt deliveries  
Private siding

## HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON****Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

The Men Who Distribute

**Cowles Laundry Soap**

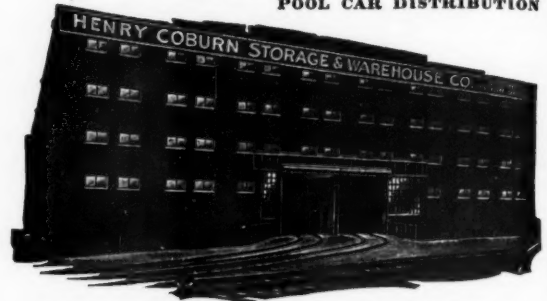
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Welch Grape Juice**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"***MERCHANDISE STORAGE****POOL CAR DISTRIBUTION**

**LOW INSURANCE—MOTOR TRUCK SERVICE**  
Members American Warehousemen's Association.

## INDIANAPOLIS, IND.

**Mann Transfer & Storage Company**

222 W. Merrill St., Indianapolis, Ind.

Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

*Free Switching**Modern Facilities*

## INDIANAPOLIS, IND.

Mrs. S. L. Shank, President

**SHANK FIREPROOF STORAGE CO.**

1430-32-34 North Illinois St., Indianapolis, Ind.

**MOVING—PACKING—SHIPPING—STORAGE**

Household Goods and Long Distance Moving  
DISTRIBUTION OF H. H. G. POOL CARS.

MEMBER N. F. W. A.

**ALLIED VAN LINES**

## INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Co., Inc.***Registered Warehouse*

230 West McCarty St.

Telephone RI. 5513-14

Handling General Merchandise, Sugars, Etc.

Cold Storage Plant That Satisfies

B-4 Ry. Siding

*Modern Truck Equipment*

## INDIANAPOLIS, IND.

POOL CAR DISTRIBUTION

*"Service That Satisfies"***TRIPP WAREHOUSE COMPANY**

MERCHANDISE AND MACHINERY STORAGE

*Centrally located in Shipping District**Private siding—C. C. & St. L. R. R.*

The Men Who Distribute

**Sani-Flush and Mel'o**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

INDIANAPOLIS, IND.

# STORE DOOR DELIVERY in Indianapolis and

600 Indiana Towns and Cities



We maintain a state-wide overnight system from the CENTRAL UNION TRUCK TERMINAL at Indianapolis. Two dozen motor lines, running to 600 Indiana cities and towns, are ready to give you rapid, safe Overnight Store Door Delivery.

## ALL CARGOES INSURED

All Terminals Incorporated

Warehousing, Local Delivery and Trackage Facilities in Twelve Indiana Cities. Write for full particulars.

**Warehouse Distributing Corp.**

Tom Snyder, Pres.

415 So. Pennsylvania St., Indianapolis, Ind.



DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

## Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.

Reference—150 Nationally Known Firms Using Our Distributing and Warehouse Service.

Motor Truck Service.

A.W.A.—N.F.W.A.

DAVENPORT, IOWA

Member American Chain of Warehouses

## Merchants Transfer & Storage Co.

118 Harrison St. Davenport, Iowa

FIREPROOF WAREHOUSE, PRIVATE SIDING

Distribution of Merchandise and H. H. Goods

Pool Cars. Motor Truck and Team Service.

Member of N. F. W. A.—A. W. A.

DES MOINES, IOWA

## YOU REACH ALL OF IOWA THROUGH DES MOINES

Let us send you a map showing how easy it is to cover the State from Des Moines.

Write us for any information you may need for distribution in IOWA.

## BLUE LINE STORAGE COMPANY



KOKOMO, IND.

Members N.F.W.A. & I.M.T.A.

## BECRAFT TRANSFER & STORAGE CO.

OPERATING

BECRAFT MOTOR EXPRESS

CENTRAL UNION TRUCK TERMINAL

"Daily Freight Service to Tipton, Noblesville, Indianapolis"

HOUSEHOLD GOODS—MERCHANDISE STORAGE

TERRE HAUTE, IND.

## Bauermeister Terminal Company

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

CEDAR RAPIDS, IOWA

## Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

290,000 Square Feet Storage Space

COUNCIL BLUFFS, IA.

Member of N.F.W.A.—A.W.A.

# FORD BROS

## Van & Storage Co.

See "Omaha, Neb."

DES MOINES, IOWA

200 Package Cars Daily Out of Des Moines

Offers a quick distribution.

TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts gives you Guaranteed Service

Daily reports of shipments and attention to every detail.

Write for free shipping and service map.

Fire  
Proof  
Ware-  
house

# MERCHANTS

TRANSFER & STORAGE CO.

9th  
&  
Madison

DES MOINES, IOWA

Member A. W. A.

DES MOINES, IOWA

ESTABLISHED 1880

## White Line Transfer & Storage Co.

(PLEASANT J. MILLS)

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., N. F. W. A., Ia. W. A., Mo. W. A.

IOWA CITY, IOWA

## IOWA CITY WAREHOUSE CO.

50,000 Square Feet of Floor Space

600 Feet of Private Trackage

STORAGE—ALL KINDS

1201 SHERIDAN AVE.

IOWA CITY, IOWA

## MASON CITY, IOWA

Consign Your Mdse. and H. H. Goods Shipments  
to the  
**CADWELL TRANSFER & STORAGE CO.**  
303—8th Street, S.W.  
Experience—Facilities—Ability  
Ship via  
C. M. S. & P. & P.—C. R. I. & P.—C. G. W.—M. & St. L.—C. & N. W.  
Pool Car Distribution  
Warehousing and Transportation Service

## MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory  
**MASON CITY WAREHOUSE CORP.**  
*Fireproof Storage of All Kinds*  
**MASON CITY, IOWA**  
Served by: C&NW, CRI&P, CGW, CMS&P&P & M&StL RAILWAYS

## OTTUMWA, IOWA

**DAGGETT-HAW COMPANY**  
220-222 South College St.  
Warehousing and Distribution of Pool Cars.  
Private Switch Tracks. Connections with C. R. I. & P.—O. B. & Q.—  
Wabash and C. M. St. P. & P. Railroads.  
A Fleet of ten Motor Trucks  
Can take care of your every requirement on Merchandise and Household Goods.  
Members: A. V. L.—N. F. W. A.—In. W. A.

## SIOUX CITY, IOWA

5th and Wesley Ave., Sioux City, Iowa  
**BEKINS**  
**VAN & STORAGE CO.**  
MOVING SHIPPING PACKING STORING

Fresno, Cal.  
Pasadena, Cal.  
San Francisco, Cal.  
Santa Barbara, Cal.  
Los Angeles, Cal.  
Oakland, Cal.  
Hollywood, Cal.  
Sacramento, Cal.  
Beverly Hills, Cal.  
Glendale, Cal.  
San Diego, Cal.  
Berkeley, Cal.  
Omaha, Nebr.

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**  
Fireproof Warehouse Motor Truck Service  
Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## EMPORIA, KANSAS

**L. R. BAILEY TRANSFER & STORAGE CO.**  
14-16-18 West 5th Ave.  
Household Goods Storage, Packing, Shipping.  
Merchandise Storage.  
An Ideal Distribution Point for Kansas.  
Member N. F. W. A.—K. W. & T. A.

## GARDEN CITY, KANS.

*Sales Building Distribution*  
BY  
Overnite Delivery to Points Between Wichita and Denver  
Merchandise Storage—Carload Distribution  
Route Cars Via Santa Fe R. R. Co.  
**THE UNDERWOOD TRANSPORT CORP.**

## HUTCHINSON, KANSAS

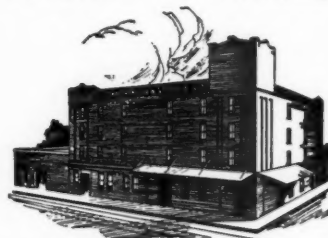
N. F. W. A.—A. W. A.  
**CODY**  
**Transfer & Storage Co.**  
Fireproof Warehouse—Merchandise and Household Goods  
Private siding—Free switching—Pool car distribution

## KANSAS CITY, KANSAS

**Inter-State Transfer and Storage Company**  
**FIREPROOF WAREHOUSE**  
Packing, Moving, Storing and Shipping  
738-740 Armstrong  
L. J. CANFIELD, Proprietor Telephone Drexel 3420

## TOPEKA, KANSAS

N. F. W. A. A. W. A.  
O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.  
**THE TOPEKA**  
Transfer &  
Storage Co.,  
Inc.  
Established 1880  
Three Houses for  
Merchandise and  
Household Goods



Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

## WICHITA, KANSAS

*A Modern Distribution and  
Warehousing Service*  
**Brokers Office & Warehouse Co.**  
Murray E. Cuykendall, Gen. Mgr.

## WHAT IT MEANS TO YOU

Not something for nothing, but doing what you want  
done intelligently, economically and promptly.

AT YOUR SERVICE

## WICHITA, KANSAS

**The Central Warehouse and Storage Corporation**  
135-141 North Santa Fe Street, Wichita, Kansas  
Established 1914 Merchandise Storage Only  
We have over 50,000 square feet storage space. Storage and distribution rates quoted on application. Reinforced steel and concrete. Fire-proof building. Very low insurance rates. One hour watchman service. Located on the Wichita Terminal Association and Atchison, Santa Fe railroad track. Chicago Rock Island, St. Louis, San Francisco, Missouri Pacific Railroads. Own private track with facility to handle six cars. Local distribution by our own trucks. We specialize in pool car service.  
"Courtesy and Service"

## WICHITA, KANSAS

**MID-CONTINENT WAREHOUSE CO.**  
BONDED LICENSED  
East William St. Santa Fe to Commerce St.  
CHAS. KNORR, Manager Resources over \$150,000  
**Storage, Distributing, Forwarding**  
Experienced Merchandise Handlers Efficient City Delivery  
Large Accessible Covered Truck Docks  
Located in Own Building on A. T. & S. F. Ry. Co.'s Tracks  
Free Switching Service from All Railroads



WICHITA, KANSAS



Merchandise Warehouses

**UNITED WAREHOUSE CO.**  
**STORAGE**  
**FORWARDING**  
**AND**  
**DISTRIBUTING**  
CAPITAL \$100,000.00

Write for our booklet

"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

WICHITA, KANS.  
815 East 2nd St.

KANSAS CITY, MO.  
2114 Central St.

Member of A. W. A.

LEXINGTON, KY.

**THE UNION**  
**TRANSFER and STORAGE**  
**COMPANY, Inc.**  
**THREE LARGE**  
**WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

**FIREPROOF STORAGE COMPANY, Inc.**

308 W. LIBERTY ST.

MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

Member S. W. A.

LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mdse. ——— H. H. Goods

LOUISVILLE, KY.

J. M. Walker, Pres.

A. A. Botts, Sec'y.



**STORAGE & TRANSFER CO.**  
INCORPORATED

Operating  
WAREHOUSES  
Memphis  
New Orleans  
Louisville

Member  
N. F. W. A.

Fireproof Warehouse

1104 East Broadway

LOUISVILLE, KY.

**SAFETY TRANSFER AND**  
**STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods

Member N. F. W. A.

ALEXANDRIA, LA.

**Alexandria, in the Heart of Louisiana**

The meeting point of six railroads, giving quick service to every section of the State.  
We operate the only Brick and Concrete Bonded Warehouse in the City. Private Spur Connection with all lines.  
Truck and Team Transportation, Long Distance Hauling.  
Prompt attention given inquiries.

**CARNAHAN'S TRANSFER & STORAGE**  
SECOND and XAVIER STREETS  
Members of A. W. A. and N. F. W. A.

NEW ORLEANS, LA.

**NEW ORLEANS**

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

**MODERN STORAGE WAREHOUSES**  
**MERCHANDISE DISTRIBUTORS**

**Commercial Terminal Warehouse Co., Inc.**

N. Peters Conti Clay and St. Louis Sts.

Office: 402 N. Peters

Represented by National Warehousing, Inc.  
New York, Chicago, San Francisco

NEW ORLEANS, LA.

**Douglas Shipline Storage & Douglas Public Service Corps.**



New Orleans, La.

Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.  
Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 55 trucks.  
Insurance Rates 12c. to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

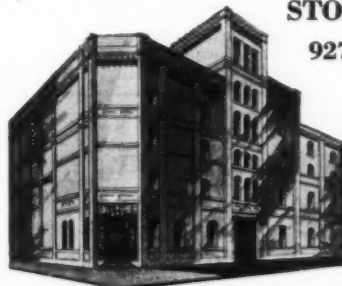
NEW ORLEANS, LA.

**GALLAGHER TRANSFER AND STORAGE CO., INC.**

927-945 Magazine St.

Modern

Fireproof Warehouse



You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.



All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River.  
Electrical unloading and piling devices provided to eliminate damage in handling.  
Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**  
New Orleans, La.

## BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875 Incorporated 1918  
*General Storage and Distributing*

Rail and Water Connection—Private Siding  
Member  
American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association

## PORTLAND, MAINE

**Galt Block Warehouse Company**  
Portland, Maine  
Storage, General Merchandise, Household Goods and Automobiles  
Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.  
Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

## BALTIMORE, MD.

For Details See Directory Issues  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**  
T. E. WITTERS, President  
Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Established 1905 THOS. H. VICKERY, Pres.

**BALTIMORE STORAGE CO.**  
Charles and 26th Sts.  
Fireproof Warehouse  
Every facility for the handling of your shipments

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**  
Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.  
Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

Est. 1904

**CENTRAL WAREHOUSE CO., INC.**  
Rail Connections — Motor Trucks — Pool Car Service  
*Merchandise Storage and Distribution*  
Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District  
4 Blocks from Actual Center of City  
515-525 W. Baltimore St. — 502-508 W. Redwood St.

## BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Branch Office:  
N. Y., Wash., Phila., Norfolk


**THE DAVIDSON TRANSFER & STORAGE CO.**  
"Baltimore's Largest Movers"  
Est. 1896  
FURNITURE PACKED, SHIPPED OR STORED  
Overnight Motor Express Service to and from New York  
Consign all shipments to Camden Station, via B. & O.—Calvert Station, P. R. R.  
—President St. Station, P. R. R.—Hillen Station, W. M.  
Member of Maryland Furniture Warehousemen's Ass'n

## BALTIMORE, MD.

**FIDELITY**  
STORAGE CO.  
2104-6-8 MARYLAND AVE.  
*Your Clients Efficiently Served*  
*All Collections Promptly Remitted*  
**MOTOR FREIGHT SERVICE**  
Household Goods Pool Car Distribution Merchandise  
Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
**Baltimore's Modern Fireproof Warehouse**  
MARTIN J. REILLY, PRES. A. BERNARD HEINE VICE-PRES.

## BALTIMORE, MD.

**Norman Cripe**  
**Fireproof Storage Warehouses**  
General Offices: 524-530 West Lafayette Ave.  
Two warehouses located conveniently to West, Northwest and North Baltimore. Storage of H. H. G., Office Furniture, Silverware, Rugs and Rug Cleaning.  
General Merchandise Distribution — Store-door Delivery.  
Pool Cars, Local Moving—Packing—Shipping.  
Long Distance Moving—30 Mack Vans  
Member of:  
Maryland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association



## BALTIMORE, MD.

Merchandise—Storage  
**McCormick Warehouse Co., Inc.**  
McCormick Bldg. Rail Connections

## BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE & CARPET CLEANING CO.**  
1110-1116 PARK AVENUE, BALTIMORE, MD.  
ABSOLUTELY FIREPROOF WAREHOUSE  
FURNITURE STORAGE—PACKING—MOVING  
CARPET CLEANING  
Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

**Security Storage Company**  
Incorporated  
C. J. HAMILTON, President  
15 W. North Avenue  
**FIREPROOF WAREHOUSES**  
**MOTOR EQUIPMENT**  
**EFFICIENT SERVICE**  
**TO WAREHOUSEMEN**  
Members of  
Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
Canadian Storage & Transfermen's Association

**BALTIMORE, MD.**

Distribute your merchandise to your patrons through Baltimore, Md., in car lots via Pennsylvania Railroad.

1. Because of the differential freight rate of 3c per 100 pounds in favor of Baltimore to and from the West.
2. Because The Terminal Warehouse Company as warehousemen and distributors can effect economies for you.
3. Because The Terminal Warehouse Co. representatives will be so intent upon rendering you service that they will, to all intents and purposes, act as your agents.
4. Because the four warehouses of The Terminal Warehouse Company are all located on the tracks of the Pennsylvania Railroad and one also has a steamship pier in the harbor.

**The Terminal Warehouse Company  
of Baltimore City**

Member of  
American Warehousemen's Association, Maryland Warehousemen's Association,  
Chamber of Commerce of U. S., Baltimore Assoc. of Commerce, Baltimore  
Chamber of Commerce

**HAGERSTOWN, MD.**

**HAGERSTOWN STORAGE & TRANSFER CO.**  
GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTION

Penn. R.R. Siding Low Insurance Rate  
Motor Truck Service

**BOSTON, MASS.**

**BANKERS WAREHOUSE COMPANY**

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

**BOSTON, MASS.**

**T. G. BUCKLEY CO.**

Operating

**Dorchester Fireproof Storage Warehouse**

A complete service since 1880

Packing—Moving—Shipping—Storing



Your Boston shipments will receive our  
particular attention

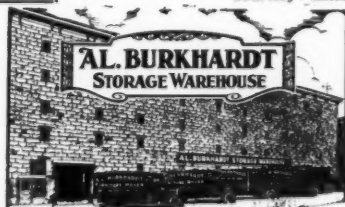
Members N.F.W.A., A.W.A., Mass. W.A., Can. W.A.

690 Dudley St.

Boston

**BOSTON, MASS.**

PACKERS  
—  
MOVERS  
—  
SHIPPERS  
—  
STORAGE



OFFICE  
—  
HOUSEHOLD  
—  
COMMERCIAL  
—  
GOODS

**MOVING — PACKING — CRATING**

VERY LATEST EQUIPMENT - EXPERT, CAREFUL WORKMEN

We Operate Our Own Modern Storage

**AL. BURKHARDT**

Office: JAMACIA PLAIN  
236 LAMARTINE ST.

STORAGE WAREHOUSE  
620 PARKER ST., ROXBURY

**BOSTON, MASS.**

**CONGRESS STORES, INC.**

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

38 STILLINGS ST.

BOSTON

**BOSTON, MASS.**

PACKING

MOVING



Telephone HANCOCK 8000 connecting all departments



PACKING—We pack China, Bric-a-Brac, Silverware, Books, Wedding Gifts and Household Goods.  
MOVING—Specialize in Local, Suburban and Long Distance Moving.  
STORING—Place at your disposal the most Modern Warehouse for the Storage of Household Goods, Piano, etc.  
SHIPPING—Household Furniture and Office Equipment shipped to all parts of the World.



Packing Dept. and Warehouse  
3175 WASHINGTON STREET, Boston, Mass.  
Main Office: 46 BROMFIELD STREET, Boston, Mass.

Member—N. F. W. A.  
Member—Massachusetts Warehousemen's Assoc.



**BOSTON, MASS.**

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low Insurance rate, direct track connection N. Y., N. H. & Hartford R. R.  
General Merchandise Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature

Pool Car Shipments — Auto Truck Service  
William F. Heavey, President and General Manager

**BOSTON, MASS.**

**GALLAGHER & MANNIX**

FORWARDING-  
TRUCKING

DISTRIBUTION  
WAREHOUSE  
STORAGE

IN THE  
BUSINESS

HEART OF BOSTON'S  
CENTER  
11-15 WHARF ST.  
HANCOCK 5867



## BOSTON, MASS.

# Quincy Market Cold Storage and Warehouse Co.

CAPITAL \$5,250,000.00

ESTABLISHED 1881

## FREE—STORAGE—BONDED

*Warehouses Connected with All Railroads Entering Boston*

CHARLES RIVER STORES  
ALBANY TERMINAL STORES  
SUMMER STREET STORES

Daily Trucking Service Within Nine Mile Radius  
Warehouse Receipts Accepted by All Banks  
Special Attention to Distribution

Main Office, 178 Atlantic Ave., Boston

## BOSTON, MASS.

## FRANCIS FITZ CO.

Established 1872

25-34 Pittsburgh St.

General Merchandise Storage

POOL CAR DISTRIBUTION

With our own trucking equipment covering all points  
in Metropolitan district

\*Low Insurance Rate

Six car siding N.Y., N.H. &amp; H.R.R.

\*Member Mass. Warehousemen's Assoc.

## BOSTON, MASS.

## WOOL STORAGE

Free-Bonded

## MANUFACTURERS' WAREHOUSE COMPANY

Warehouse Receipts  
Negotiable—Non-Negotiable

Fireproof Construction  
In the Wool District—Excellent Facilities

Siding on 582 E. Street  
N. Y., N. H. & H. R. R. Boston, Mass.

## BOSTON, MASS.

## Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. &amp; M. R. R.

Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## BOSTON, MASS.

## WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

## STORAGE

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

## CAMBRIDGE, MASS.

## SERVICE THAT SATISFIES



**CLARK & REID COMPANY, Inc.,** 380 GREEN ST., CAMBRIDGE, MASS.  
PACKING STORING SHIPPING OF HOUSEHOLD GOODS  
WE ALSO HANDLE SHIPMENTS FOR BOSTON

**FALL RIVER, MASS.**

**BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.  
Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking.

**FALL RIVER, MASS.**

**NEW BEDFORD, MASS.  
WATUPPA, MASS.**

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

**FITCHBURG, MASS.**

**MONTUORI BROS., Inc.**

Storage, Trucking and Pool Car Distribution

Territory Covered, Daily: Boston, Ayer, Fitchburg, Leominster  
Ashburnham, Winchendon, Westminster, Gardner, Athol, Orange,  
Greenfield, Worcester, Keene, N. H., Springfield.

Quick and Efficient Service

**LOWELL, MASS.**

**Atlantic States Warehouse and Cold Storage Corp.**

General Offices: 360 Jackson St., Phone 2882

GENERAL MERCHANDISE STORAGE—BONDED AND FREE  
FIREPROOF, SPRINKLERED—LOW INSURANCE RATE  
PRIVATE SIDING—B. & M. R. R.

POOL CAR DISTRIBUTION, MOTOR TRUCK SERVICE.  
Members A. W. A. and M. W. A.

**LYNN, MASS.**

**Lynn Storage Warehouse Company**



Fireproof buildings with Private sidings affording the  
utmost protection and service for General merchandise  
and household goods. Pool Car Distributors.

154-160 Pleasant Street

Member N.F.W.A.

**PITTSFIELD, MASS.**

**Mills Storage and Warehouse Co.  
PUBLIC BONDED WAREHOUSES**

Household Goods, Pianos, Trunks and Merchandise

Steam Heat Separate Rooms Electric Lights Elevator Service  
Insurance and Transportation Supplied  
Household Goods Packed and Shipped to all Points  
Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

**Attention Shippers**

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

**SPRINGFIELD, MASS.**

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
M. W. A.

Daily Trucking Service to  
suburbs and towns within a  
radius of fifty miles.

**SPRINGFIELD, MASS.**

**Connecticut Valley Storage  
Warehouse Company**

79 Page Blvd., Springfield, Mass.

General Merchandise Storage

"We specialize in service."

Our service includes everything that a manufacturer,  
distributor, broker or agent desires for himself or his  
customers.

B. & A. R. R. Siding—New Haven and B. & M.  
Connections

Reference—Any Springfield Bank.

**SPRINGFIELD, MASS.**

E. G. Mooney, Pres. J. W. Connelly, Vice-Pres.  
R. C. Reardon, Mgr.

**Hartford Despatch and Warehouse Company**

88 Birnie Ave., Springfield, Mass.

A modern storage and distribution service. Daily deliveries via rail, boat, motor  
truck, to all principal towns and cities within 150 mile radius. Private rooms for  
storage of furniture and special facilities for moving, packing, crating and ship-  
ping of household effects. Also warehouses at Bridgeport and Hartford, Conn.  
Member of A. W. A., N. F. W. A., A. C. W. Springfield Chamber of Commerce.  
Hauling Member of the Allied Van Lines, Inc.

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**BILL KNEELAND'S MOTOR EXPRESS  
STORAGE WAREHOUSE  
FREIGHT FORWARDERS**

Household Goods and General Merchandise

Principal Office: 325 Memorial Ave.

Boston Office: 39 Pearl St. N. Y. Office: 325 Hudson St.  
POOL CAR DISTRIBUTION

**SPRINGFIELD, MASS.**



**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All Kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

**WORCESTER, MASS.**

**BOWLER STORAGE AND SALES COMPANY**

handle, store and deliver, carload, less than carload or pool  
car shipments of general merchandise for manufacturers,  
agents and brokers. Daily motor trucking service to cities  
and towns within fifty mile radius.

WORCESTER, MASSACHUSETTS

Logical Point of Distribution for Central New England

## WORCESTER, MASS.

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment

Member N. F. W. A.

## CADILLAC, MICH.

*Best service in Northern Michigan*

Private siding, Free switching service.

Moving—Packing—Storage

**CADILLAC STORAGE & TRANSFER CO.**  
607 Wood Street Cadillac, Mich.

## DETROIT, MICH.

**CADILLAC STORAGE CO.**

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS  
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR  
CARE

Member N. F. W. A., M. F. W. A.

## DETROIT, MICH.

**We Have Doubled Our Facilities  
and Doubled Our Service . . .**Two great storage and distributing systems  
have been merged to increase their usefulness  
in the warehouse field.**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the City of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Connected  
directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**  
Fort and Tenth Streets, Detroit, Mich.

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**GENERAL CARTAGE**  
Transfer of Baggage  
Motor Trucking**MOVING**  
Local and Long Distance  
Storage and PackingWarehouse: 213 Griswold Street  
Canadian License**Baier Transfer & Storage Co.**Daily Truck Service Between Detroit and Toledo  
Forwarders of Household Goods and Autos to Florida  
and Western CoastDaily Motor Freight Service Between Detroit, Wyandotte, Monroe, Toledo and  
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and Bay City North.Main Office: 142 Griswold Street, Detroit, Mich.  
Randolph 9710

MEMBERS: Natl. Warehousemen's Assn. Mich. Furn. Warehousemen's Assn.

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**FEDERAL  
WAREHOUSE COMPANY***Personal Service that is different*Pool car distribution by our own trucks  
Lafayette 1157-1135 Try us and be convinced

## DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-  
transit service, offering every facility  
known to modern distribution.New  
Ultra-Modern  
PlantTrunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

**JOHN F. IVORY STORAGE CO., Inc.**

Moving Engineers

Main Office and Warehouse  
6584 Hamilton Ave.

Moving

Packing

Shipping

Storage

Phone: Madison 3960



DETROIT, MICH.

## Detroit Harbor Terminals, Inc.

SUCCESSORS TO  
DETROIT RAILWAY & HARBOR TERMINALS CO.

West Jefferson at Foot of Clark St., Detroit



Operating one of the finest warehousing properties in the world. Reinforced concrete construction, sprinklered throughout. Railroad trackage inside the building for 22 cars. Our own locomotive eliminates switching delays.

Ship cargo in and out is handled over our docks with modern material handling equipment.

Truck docks are under cover and there is no traffic congestion.

Deliveries to all parts of the city promptly effected.

Distribution of pool cars and re-shipping given careful attention.

**GENERAL MERCHANDISE STORAGE—SPACE RENTALS—COLD STORAGE**

*"The House of Personal Service"*

DETROIT, MICH.

### JEFFERSON TERMINAL WAREHOUSE

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

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### SERVICE WAREHOUSE, INC.

1965 Porter St. Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager.

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11850 E. Jefferson Ave.

**STORAGE and MOVING  
PACKING and SHIPPING**

Members N. F. W. A.

DETROIT, MICH.

James D. Dunn, President and Treasurer

### STORAGE

**REMOVALS  
PACKING  
SHIPPING**



## "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects. Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

**RIVERSIDE STORAGE and CARTAGE CO.**

CASS AND CONGRESS STS.

DETROIT, MICH.

Member of American Warehousemen's Association, National Furniture Warehousemen's Association.

## DETROIT, MICH.



## Modern Warehousing in DETROIT

Outstanding Facilities for  
General Merchandise and Cold Storage

Begin Using This Exceptional  
Service Now. Communicate with

**UNITED STATES WAREHOUSE COMPANY**  
1448 Wabash Avenue, Detroit, Mich.

Detroit Unit of United States Cold Storage Corporation. Plants at Kansas City,  
Chicago, \*Atlanta and Detroit.

\*Under construction.



## FLINT, MICH.

"Service That Satisfies"  
EST. 1907

## ALLEN STORAGE & MOVING CO.

FIREPROOF

Every facility and competent organization to handle your shipments

Office: 620 Williams St.

Warehouses: 710 Cornelia St.; 1034 Ann Arbor St.

## FLINT, MICH.

## CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK - G. T. TRACKAGE

## GRAND RAPIDS, MICH.

MOVING—STORAGE—FUMIGATING—PACKING—SHIPPING

## GRAND RAPIDS STORAGE CO.

Michigan's Leading Fireproof Storage Building  
Lake Drive and Robinson Road, Grand Rapids, Mich.

Members—Allied Van Lines, Inc., National Furniture Warehousemen's Association

The Men Who Distribute

## United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## GRAND RAPIDS, MICH.

Approximately 75% of All Commercial Storage in Grand Rapids

HANDLED THRU  
"COLUMBIAN"



Express Service at Freight Rates  
within a radius of 60 Miles. We  
deliver the goods.

## The Largest Commercial Warehouse in Western Michigan

POOL CAR DISTRIBUTION — PRIVATE R. R. SIDING — MICHIGAN CENTRAL R. R.

FREE SWITCHING

Located within 4 blocks of all Grand Rapids' Principal Freights Depots

## COLUMBIAN STORAGE & TRANSFER CO.

GRAND RAPIDS

MICHIGAN

GRAND RAPIDS, MICH.

**KENT STORAGE COMPANY**  
General Merchandise Cold Storage  
Storage—Reforwarding—  
Distributing  
Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

GRAND RAPIDS, MICH.

**Merchants Storage & Transfer Co. Inc.**  
Warehousing and Distribution  
THE MOST MODERN AND UP-TO-DATE WAREHOUSE IN  
GRAND RAPIDS  
60,000 sq. ft. Floor Space.  
LOW INSURANCE RATES  
Three blocks from all large hotels.  
IN THE HEART OF THE WHOLESALE DISTRICT  
Modern Private Offices for Rent  
Storage in connection  
Pere Marquette Railroad Siding Grandville Ave. at Weston St.  
Grand Rapids, Michigan

GRAND RAPIDS, MICH.

**RICHARDS WAREHOUSES**  
Grand Rapids — Muskegon  
4,000,000 cubic feet  
General Merchandise, Household Goods  
Moved, Packed and Shipped  
Pool car distribution at freight rates to  
Western Michigan  
Pennsylvania R.R. Trackage  
**RICHARDS STORAGE CORPORATION**  
Member NFWA—AWA—Mich. FWA and Allied Van Lines

GRAND RAPIDS, MICH.

**STAR Transfer Line**  
COMMERCIAL WAREHOUSING  
DISTRIBUTING  
New, Modern Fireproof Warehouse on P. M. R. R. Siding  
Centrally Located, Near All Freight Houses.  
Largest Delivery System in City  
AUTHORIZED RAILROAD TRANSFER AGENTS  
Modern Private Offices to Rent  
**STAR TRANSFER LINE**  
Grandville, Cherry and Ottawa, S. W., Grand Rapids, Mich.

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN  
Private Siding. Free Switching Service.  
Moving—Packing—Storage  
**NATIONAL STORAGE COMPANY**  
Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"  
**FIREPROOF STORAGE CO.**  
H. H. HARDY, Manager  
SERVICE—SAFETY—SATISFACTION—GUARANTEED  
MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
Merchandise Storage—Pool Car Distribution  
Member of A. W. A.

LANSING, MICH.

**LANSING STORAGE COMPANY**  
The only modern fireproof warehouse in  
Lansing exclusively for household storage.  
**RUG—TRUNK—SILVER VAULTS**  
WE KNOW HOW  
440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)

MUSKEGON, MICH.

**RICHARDS WAREHOUSES**  
NFWA—AWA—MFWA—Allied Van Lines  
Most central Lake port in Western Michigan.  
Pere Marquette Trackage.  
General Merchandise—Household Goods Moved—Packed—Shipped  
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.  
**GAUKLER FIREPROOF STORAGE CO.**  
Moving, storing, packing and shipping of household goods  
9-11 ORCHARD LAKE AVE.  
Operated in conjunction with  
**PONTIAC CARTAGE COMPANY**  
359 S. JESSIE ST. AT G. T. R. R.  
Merchandise distribution and warehousing  
Fireproof warehouse—Office space—Private siding

DULUTH, MINN.

Established 1892  
Thirty-Two Years of Experience  
**DULUTH VAN & STORAGE CO.**  
18 Fourth Avenue, West  
Modern Storage Facilities for  
Household Goods & Merchandise  
**POOL CAR DISTRIBUTORS**  
Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

**SECURITY STORAGE & VAN CO.**  
106 LAKE AVE. SOUTH  
NEW MODERN WAREHOUSE FOR  
HOUSEHOLD GOODS AND MERCHANDISE  
**POOL CAR DISTRIBUTION**  
FREE SWITCHING

The Men Who Distribute  
**Fels-Naptha Soap**  
Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses



## MINNEAPOLIS, MINN.

Established 1882

**Cameron****TRANSFER & STORAGE CO.**

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
and Household GoodsConveniently located in business district.  
Trackage on C. B. & Q. and G. N. Rys.Motor Truck and Team Service  
Local and Long Distance Hauling

Here you get close to MINNEAPOLIS Buyers

## MINNEAPOLIS, MINN.

**KEDNEY WAREHOUSE CO.**

617 Washington Ave. No.

Complete Storage  
and Distribution Service

Houses in St. Paul and Grand Forks

## MINNEAPOLIS, MINN.

Established 1895

**WIDHOLM TRANSFER & STORAGE CO.**

115 First St. No.

Storage of Merchandise and Household Goods.  
Sprinkler System. Pool Car Distributors. Heavy Hauling.  
Warehouse No. 2 on C. N. W. Tracks.

## ROCHESTER, MINN.

**Carey Transfer & Storage**

903 6th St., N. W.

SB. Warehouse: (MDSE & HHG). City and interurban  
delivery of Merchandise. Movers, packers, shippers and  
manufacturers' distributors. Motor van service. Assoc.  
AWA MinnWA.

## MINNEAPOLIS, MINN.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**  
provides complete storage and distribution services for the Northwest  
market for many of the largest national distributors.

In St. Paul—

**St. Paul Terminal Warehouse Company**  
offers identical services and facilities under the same management.  
We invite your inquiries.

## ST. PAUL, MINN.

**FIDELITY STORAGE & TRANSFER CO.**

HIGH GRADE STORAGE ACCOMMODATIONS

New Office and Warehouse: 189 E. Third St.  
Pooled Cars Distributed. Two Track Warehouses.  
Merchandise and Household Goods (Fireproof)

## MINNEAPOLIS, MINN.

**The Northwestern  
TERMINAL**PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIESOPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.—A.W.A.

## ST. PAUL, MINN.

**KEDNEY WAREHOUSE COMPANY**

8th and John Streets

OUR ST. PAUL PLANT—is modern with complete warehouse  
facilities, assuring up-to-date service and care for—**STORAGE AND DISTRIBUTION**

Merchandise—Household Goods

Modern warehouses also at Minneapolis and Grand Forks

## ST. PAUL, MINN.

In St. Paul—

**St. Paul Terminal Warehouse Company**  
provides complete storage and distribution services for the Northwest  
market for many of the largest national distributors.

In Minneapolis—

**Minneapolis Terminal Warehouse Company**  
offers identical services and facilities under the same management.  
We invite your inquiries.

The Men Who Distribute

**Geuder Enameled Ware**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Johnson's Floor Polish**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

The Men Who Distribute

**Hoosier Kitchen Cabinets**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

ST. PAUL, MINN



**CENTRAL  
WAREHOUSE COMPANY**  
SAINT PAUL-MINNEAPOLIS

At the Junction of Nine Railroads  
Where One Stock Serves the Twin Cities  
and Northwest

L. C. L. Shipping Without Carting

20 Warehouses 5 Miles of Trackage

Served by Our Own Electric Locomotive

**MERCHANDISE STORAGE  
DISTRIBUTION**

**COLD STORAGE**

\$2,000,000.00 Investment \$50,000.00 Bond

Shipping Station—Minn. Transfer, Minn.

Represented by

**DISTRIBUTION SERVICE, INC.**

100 Broad St. 445 W. Erie St. 625 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

KANSAS CITY, MO.

"THE HEART OF AMERICA"



RESPONSIBLE  
RELIABLE  
REASONABLE

**ADAMS**

**TRANSFER & STORAGE CO.**

228-236 West Fourth Street.

"Surrounded by the Wholesale District"

Merchandise Storage—Low Insurance  
Rates—Pool Car Distribution—Freight  
Forwarders and Distributors—City  
Delivery Service, twice daily—Prompt  
and Efficient Service—Excellent Sys-  
tem of Stock Records and Reports.

Members: American Chain of Warehouses,  
American Warehousemen's Association,  
Trade Club of K. C., Kansas City Chamber  
of Commerce, U. S. Chamber of Commerce.

Write us for Information and Rates

KANSAS CITY, MO.

**CENTRAL STORAGE CO.**

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE

SPACE LEASES—TRUCK DELIVERIES

POOL CARS DISTRIBUTED—LOW INSURANCE

**TWO CENTRAL LOCATIONS**

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

Downtown Warehouse—2004 Grand Ave.

In Retail District—Close to Union Station

"50 YEARS OF KNOWING HOW"

JACKSON, MISS.

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution MERCHANDISE  
Experienced Organization and Equipment for

MOVING, PACKING and STORING HOUSEHOLD GOODS  
Modern Buildings, Sprinklered, Private Siding ICRR Co., Low Insurance Rate

MOTOR TRUCK SERVICE

MEMBERS { National Furniture Warehousemen's Ass'n  
Southern Warehousemen's Ass'n

JOPLIN, MO.

**Joplin Transfer & Storage Company**

Receiving and distributing Agents

General merchandise and household goods storage

Motor vans for local and long distance moving

Our experience and facilities assure you satisfaction

JOPLIN, MO.

**Tonnies Transfer & Storage Co.**

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise

Fireproof warehouses—Motor van service

On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF  
WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safe-  
guard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL  
WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES

BEST RAILROAD FACILITIES

IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal  
Warehouse

KANSAS CITY, MO.

**MONARCH STORAGE**

1818 E. 31st St.

KANSAS CITY, MO.

DAN P. BRAY, Pres.

KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**

Modern Fireproof Warehouse with private siding on terminal tracks  
connecting all Railroads.

Distribution and Storage Merchandise and H. H. Goods.

Pool Cars Promptly Handled and Reports Mailed in.

Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY

2015-17-19 Grand Ave. Kansas City, Mo.

## KANSAS CITY, MO.

Member { American Warehousemen's Assn.  
Missouri Warehousemen's Assn.  
K. C. Warehousemen's Assn.**RADIAL WAREHOUSE COMPANY**

**POOL CAR**  
Shipments Forwarded Without Drayage Charge  
**MERCHANDISE**  
Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

## KANSAS CITY, MO.



**UNITED WAREHOUSE CO.**  
Merchandise Warehouses.

**STORAGE**  
FORWARDING  
AND  
DISTRIBUTING  
CAPITAL \$100,000.00

WICHITA, KANSAS  
KANSAS CITY, MO.

Write for our booklet

"DISTRIBUTION FACTS FOR TWO BIG MARKETS"

KANSAS CITY, MO.  
2114 Central St.WICHITA, KANS.  
815 East 2nd St.

Member of A. W. A.

## KANSAS CITY, MO.

**WALNUT STORAGE***"Right in the Midst of Business"*

2020-22-24 Walnut St.

New York Rep.: George W. Perkins  
82 Beaver St. Tel. Beekman 8065

## MARSHALL, MO.

For Speedy Deliveries

**BROOKS TRUCK CO.**

Fast Freight and Refrigerator Truck Service  
from Kansas City to Marshall, Mo., and 35 other towns East of K. C.  
Water and dirt proof vans. We also distribute carloads from Marshall  
to intermediate points. Storage facilities.

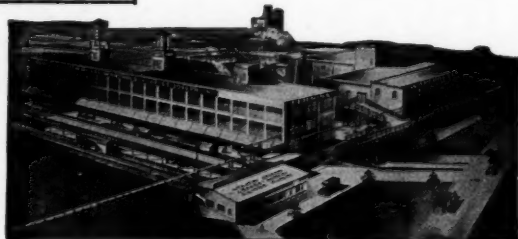
## ST. JOSEPH, MO.

B. F. NIEDORP, Pres. and Gen. Mgr.

**ST. JOSEPH TRANSFER & STORAGE CO.**  
"PONY EXPRESS"

Third and Charles Sts.—in wholesale district  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE and DISTRIBUTION  
Carload and L.C.L. Distribution—General Cartage  
Member A.W.A.—N.F.W.A.—Mo.W.A.

## ST. JOSEPH, MO.



**L. C. L. DISTRIBUTION WITHOUT CARTAGE**  
SAVES YOU REAL MONEY

See Directory Number (Page 277)

**TERMINAL WAREHOUSES OF**  
**ST. JOSEPH (MO.), INC.**

## ST. LOUIS, MO.

**—in St. Louis**

Operating—

Langan & Taylor  
Storage and Moving Co.R. U. Leonori  
Auction and Storage Co.New York  
Storage CompanyJ. Brown  
Storage CompanyAmerican  
Storage and Moving Co.

5 great household storage and moving companies are  
owned and operated by this single organization—centering  
strength and facilities and bettering service.

In addition to these, we have leased an 80,000 sq. ft.  
capacity warehouse on the Missouri Pacific & Frisco R.  
R. for consolidation of shipments and merchandise  
storage.

**GENERAL  
WAREHOUSING COMPANY**

Officers

H. W. NIEDRINGHAUS, Pres.

4908 Delmar Ave., St. Louis, Mo.

## ST. LOUIS, MO.



Our Facilities for  
**DISTRIBUTION & WAREHOUSING**

Household Goods Are Unexcelled  
Your Interests Will be Safely Guarded

## ST. LOUIS, MO.

**Lincoln Warehouse**

LEE ORCUTT, President

1723 Locust St.

Saint Louis

Personal attention with tact and courtesy  
to customers.

Collections and claims handled rapidly.

Our staff of movers and packers are  
white men.

## ST. LOUIS, MO.



**S. N. Long Warehouse**  
ST. LOUIS

*"Business Making Service"*



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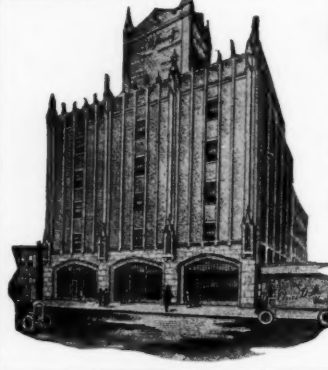
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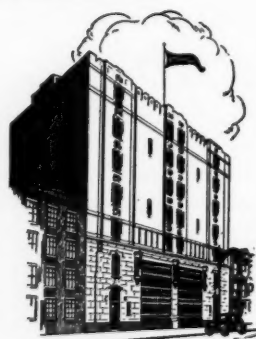
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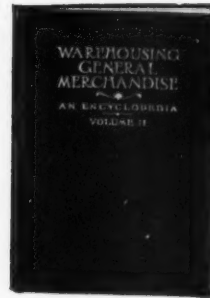
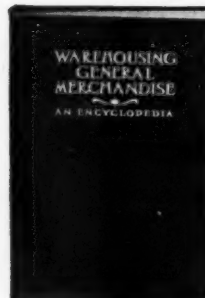
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Storage Warehouse

ASTORIA, L. I.

CORONA, L. I.

FLUSHING, L. I.

LONG ISLAND CITY, L. I.

REGO PARK, L. I.

WOODSIDE, L. I.

37-60 81st ST., JACKSON HEIGHTS

HOUSEHOLD GOODS : STORAGE

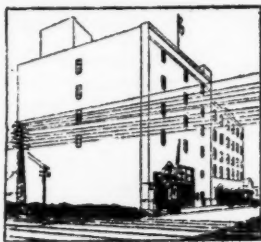
PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.Y.F.W.A. and N.Y.S.W.A.

## JAMAICA, L. I., N. Y.

Route Shipments for Long Island To

**JAMAICA****STORAGE WAREHOUSE CO., Inc.****FIREPROOF**

Wrapping Packing

Crating Shipping

Specializing in Packing and Shipping  
High Grade Furniture and Art ObjectsAdjacent to Largest R. R.  
Terminal on Long Island9329-41 170th Street at  
Long Island Railroad

Telephone—Jamaica 6-1035-1036

## JAMAICA, L. I., N. Y.

Let Us Speed Up Your  
Long Island Deliveries**LONG ISLAND DISTRIBUTION**

New fireproof warehouse, private  
rooms, heated piano rooms—these are  
just a few of the facilities we offer to  
Long Island shippers.

Our central location assures rapid  
deliveries.

**JAMAICA TERMINAL CORPORATION**

General Offices: 9338 Van Wyck Blvd.

## KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Cleveland 3-3160-4530

**Kew Gardens Storage Warehouse, Inc.**

Motor Vans, Packing, Shipping

8636-38 122nd Street  
Semi FireproofJamaica Ave. cor. 120th Street  
Fireproof

Richmond Hill, N. Y.

**If Your City Isn't  
Represented Here**

Put it on the shippers' map by  
inserting your card in this space.

## MT. VERNON, N. Y.

L. SCHRAMM, Pres.

**Chelsea Fireproof Storage Warehouses, Inc.**

27-33 South 6th Ave.

New York Office and Warehouses, 428-38 West 26th St.

See advertisement under New York City

Complete Service for Bronx and Westchester Counties

Members N. Y. F. W. A., N. F. W. A., Merchants

Ass'n of N. Y.

Allied Van Lines Serving

PELHAM  
BRONXVILLE  
WHITE PLAINSNEW ROCHELLE  
YONKERSSCARSDALE  
LARCHMONT  
TUCKAHOE

## MT. VERNON, N. Y.

JOHN STAHL, Pres. and Gen. Mgr.

The Bronx  
Bronxville  
White Plains  
New Rochelle  
Larchmont

**JOHN STAHL & SONS**

Fireproof Storage

Gen. Offices: 4761 White Plains Ave.,  
The Bronx, New York City.Branch Office: 10 Depot Plaza,  
White Plains, New York.

## NEWBURGH, N. Y.

**CENTRAL****LEONARD****WAREHOUSE CO.**

Est. 1926

Hhg. and Mdse. Investment \$25,000.  
25,000 sq. feet for storage of Hhg. and  
Mdse. City and interurban delivery  
of Mdse. Transfers Hhg. MFL  
Mdse. and Hhg. pool cars

May we serve you?

Motor Truck Service

Newburgh Office, 37-39 Lander St. New York Office, 323 Hudson St.

## NEWBURGH, N. Y.

**Newburgh Transfer & Storage Co., Inc.**

Pool Car Distributors

Storage—Furniture  
MerchandiseCrating—Packing  
ShippingLocal and Long Distance Hauling  
4-6 West Street

Newburgh, N. Y.

## NEW ROCHELLE, N. Y.

Member U.V.S. Inc.

**Marian Transfer & Storage Co.**

Offices—24-28 Lawton Street

Household Goods Storage, Packing, Shipping, General  
Merchandise Storage and Distribution

Pool Car Shipments Distributed

Careful Service for Westchester County

## NEW ROCHELLE, N. Y.

Moving, Packing Storing, Shipping

**O'Brien's Fireproof Storage Warehouse, Inc.**Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale,  
Hartsdale. Send B/L to us at New Rochelle.  
Member N. Y. F. W. A. and N. F. W. A.

The Men Who Distribute  
**American Chains**

Read **DISTRIBUTION AND WAREHOUSING**  
and consult the Directory of Warehouses

NEW YORK CITY, N. Y.



**ATLAS FIREPROOF STORAGE  
WAREHOUSE CO., INC.**

157-159 West 124th Street  
Household Goods, Antiques, Works of Art  
Storage, Packing, Shipping  
In the Center of New York City  
Members: N. Y. F. W. A.—N. Y. S. W. A.—N. F. W. A.

NEW YORK, N. Y.

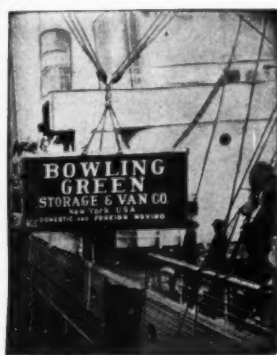
**BEVERLY VAN CO., INC.**

**Fireproof Warehouse**

Specializes in the storage and handling of fine Household Effects and Works of Art. Among its clients are the most exclusive interior decorators, consequently shipments are given unusual care and attention.

341 E. 62nd St.

NEW YORK, N. Y.



**Bowling Green  
Storage & Van Co.**

Foreign and Domestic  
Removals

**STORAGE  
PACKING**

Office, 8-10 Bridge St.  
Warehouse, 250 West 65th St.

NEW YORK, N. Y.

**Byrnes Brothers Warehouses, Inc.**

ESTABLISHED 1870

Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty two years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Bronx Warehouse:  
446-8 E. 134th St.

Member: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



**Attention Shippers**

When you use Distribution and Warehousing for the name of a warehouse in any city, please mention the fact you got the information from this publication. By doing this, you will please the warehouseman and the publishers.

NEW YORK, N. Y.



**W. L. BYRNES, INC.**

**STORAGE WAREHOUSES**

General Offices  
446 East 134th St.

Household Goods—Storage—Packing—Shipping  
General Merchandise Storage—Distribution  
Members N. F. W. A., N. Y. F. W. A. and V. O. A. N. Y.

NEW YORK, N. Y.

LOUIS SCHRAMM, President

**CHELSEA  
FIREPROOF STORAGE  
WAREHOUSES, INC.**

COMPLETE SERVICE TO SHIPPERS  
STORAGE, MOVING, PACKING, SHIPPING  
EXPRESS AND GENERAL TRUCKING  
IN NEW YORK AND WESTCHESTER COUNTY

Ship to the Chelsea

Equipped for Prompt Service

Main Office:  
426-438 W. 26th St.,  
New York City

Mt. Vernon Warehouse  
27-33 So. 6th Ave.,  
Mt. Vernon, N. Y.

Members of { New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants Association of New York  
Allied Van Lines

NEW YORK, N. Y.

**OUR RECORD**

Three Generations of Satisfied Customers

**Columbia Storage Warehouses**

Columbus Ave. and 67th St.

CHAS. R. SAUL, Pres.

Household Goods, Boxing, Packing  
Shipping—Works of Art, Antiques, etc.  
Convenient to All Railroads and Piers

Agent for

ALLIED VAN LINES, INC.

Specialists in Long Distance Removals

Member of { American Warehousemen's Association  
National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Merchants' Association of New York

NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard

**MODERN  
FIREPROOF  
WAREHOUSE**

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.



NEW YORK, N. Y.

**Dayton Storage Co., Inc.**

**Fireproof Warehouses**

Fleet of Private Moving Vans  
Centrally Located

Offices, 1317 Westchester Ave.

Members: N. Y. F. W. A., N. Y. S. W. A., Bronx C. of C.

Operated by

A.S.T.D.

THE

ORIGINAL

SANTINI

TRUCK



## NEW YORK, N. Y.

Some businesses live in the past,  
others in the present, and some in  
the future.

Our past is history, our present  
is the result of the past, and our  
future is assured with "Porto-  
vaults."

**Day & Meyer  
Murray & Young, Inc.**

1166-70—2nd Ave.

Member of  
N. F. W. A., N. Y. F. W. A.



## NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid  
Inc.**

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

216-218 East 47th Street, New York City  
Members of N. F. W. A., N. Y. F. W. A., V. O. A.

## NEW YORK, N. Y.

**The Gilbert Storage Co. Inc.**

Specialists in Pool Cars  
Distribution—Warehousing  
Located on East and West  
Side — Fireproof Storage

Formerly

Harlem Storage Warehouse Co., Inc.

Main Office: 39 West 66th St.

N. F. W. A., N. Y. F. W. A., N. Y. S. F. W. A.

## NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO

**Globe Fireproof Storage Ware-  
house Co., Inc.**

New Fireproof Storage Warehouse  
Offices: 810-812 East 170th St.

Members N.F.W.A., N.Y.F.W.A.



## NEW YORK, N. Y.

WILLIAM F. HAHN, President

THE SEAL OF

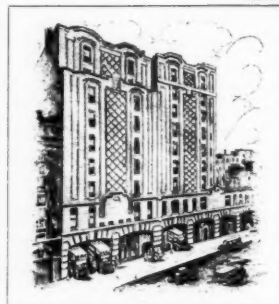
FRED J. HAHN, Sec. & Treasurer

COMPLETE SERVICE



IN NEW YORK CITY

COMPLETE SECURITY



STORAGE—

MOVING—

PACKING—

[ We Specialize in Lift  
Van Shipments ]

WEST SIDE BRANCH AND GEN. OFFICE  
108-120 WEST 107th ST., N. Y. C.

**- HAHN BROS. -**

FIREPROOF  
WAREHOUSES, INC.

108-120 WEST 107th STREET

— AND —

231-235 EAST 55th STREET

NEW YORK CITY

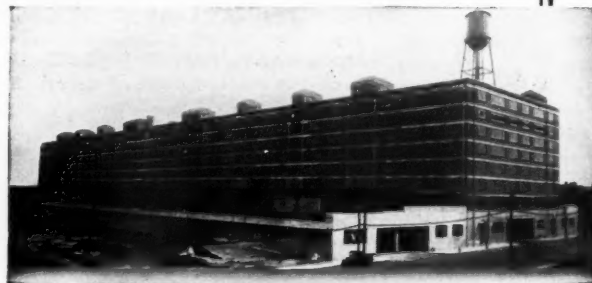
We Solicit Your Shipments . . .  
Efficient and Capable Organization  
At Your Disposal . . . . .  
We Offer You the Best of Service

Modern Fireproof Buildings  
Motor and Electric Vans  
Low Insurance Rate  
Personal Supervision



EAST SIDE BRANCH, 231-235 EAST 55th ST.  
FORMERLY KING-PARKER, INC.

**ECONOMICAL  
DISTRIBUTION**



The location and equipment of this modern 8-story warehouse afford unexcelled storage facilities and quick delivery by motor truck to the door of your customer. Next day delivery assured to greater New York, Long Island, Westchester County, Hudson River Valley, New Jersey and Connecticut. Cartage expense eliminated on all carload or less carload shipments received or forwarded by railroad. Consolidated carloads of less carload freight consigned to us will be distributed to the doors of your customers, saving the difference between carload and less carload rail transportation charges.

**LACKAWANNA  
TERMINAL WAREHOUSES, INC.**

JERSEY CITY, N. J.

NEW YORK, N. Y.



STORING — MOVING — PACKING — SHIPPING  
HOUSEHOLD GOODS — OFFICE FURNITURE  
— POOL CAR DISTRIBUTION —

MEMBER OF RETURN LOADS BUREAU  
571-573 HUDSON STREET NEW YORK CITY

NEW YORK, N. Y.



Lincoln Warehouse Corporation

1187 to 1201 Third Ave.  
at 69th and 70th Streets

Offers to consignors of choice and valuable household furnishings an unexcelled service for storage, including transportation, packing or unpacking by experts of long experience. The background for this satisfying and appreciated services is an enviable reputation built up over a period of forty years and an ever increasing patronage from reputable shippers everywhere.

Alexander Gaw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

31 Years of Service

Nothing new about "D. & W." service. It has been functioning for 31 years and is known to most every warehouse and shipper in the United States and Canada. It is, in fact, international in scope.

NEW YORK, N. Y.

MORGAN & BROTHER

ESTABLISHED 1851

Fireproof Storage Warehouses and  
Motor Van Service

Morgan & Brother now enjoys the rare distinction in warehousing annals of remaining under the continuous control and management of one family for three-quarters of a century.

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Cable Address Telephone  
MORGANWARE Watkins 9-1300

Members: N.Y.F.W.A.—N.F.W.A.—Can. S.&T.A.—V.O.A.—  
M.A. of N.Y.

NEW YORK, N. Y.

Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors—Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service.

THIRD AVENUE AND 140th STREET

NEW YORK, N. Y.

For Your Bronx and  
Westchester County  
Shipments

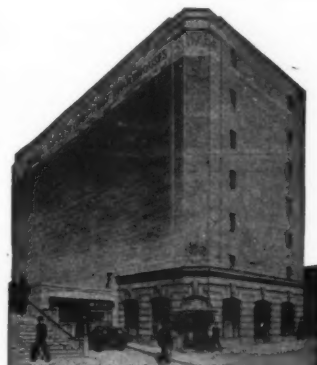
New Fireproof Storage  
Warehouse

Sofia Brothers,  
Inc.

General Offices:  
4396-98 Broadway  
at 188th St.

Household Goods Stor-  
age, Packing, Shipping  
Collections made and  
promptly paid

Branch Office and Warehouse  
1219-31 Intervale Ave.



NIAGARA FALLS, N. Y.

YOUNGS  
FIREPROOF WAREHOUSE

Motor Truck Service

DISTRIBUTING AND WAREHOUSING  
ALL CLASSES OF MERCHANDISE  
HOUSEHOLD GOODS—AUTOS

Private R. R. Siding Pool-Car Service

Members N. F. W. A.

NO. TONAWANDA, N. Y.

For Service in the Tonawandas

THURSAM TRANSPORTATION  
AND STORAGE CO.

Offices—337 Payne Avenue  
Storage and Distribution of Household Goods and  
Merchandise. Private R. R. Siding, New York Central.  
New, sprinklered building, low insurance.

## POUGHKEEPSIE, N. Y.

For Service in Poughkeepsie

**JOHN A. EIGHMIE**  
**STORAGE WAREHOUSES**Household Goods Storage, Packing, Shipping, General Merchandise  
Storage and Distribution. Pool Cars Distributed, Fleet of Motor Trucks

## ROCHESTER, N. Y.

Arthur S. Blanchard, President

**Blanchard Storage Co., Inc.**Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

## ROCHESTER, N. Y.

**Clancy Carting and Storage Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-85 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

In the Center of Rochester

## ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

STORAGE WAREHOUSE

Gen. Offices, 47 Parkway

General Merchandise Distribution—Household Goods—Pool Cars  
Distributed—Heavy Duty Hauling, Machinery, Etc.—Long

Distance Moving—Correspondence Solicited

Use of private siding New York Central Railroad

## ROCHESTER, N. Y.

Established 1823

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

Member of A. W. A.

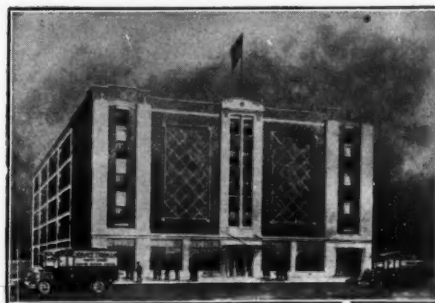
## ROCHESTER, N. Y.

**MERCHANDISE**  
**STORAGE***Distribution*  
*and Forwarding—Store Door Delivery***ROCHESTER STORAGE WAREHOUSES, Inc.**

The Men Who Distribute

**Pet Evaporated Milk**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## ROCHESTER, N. Y.

**SERVICE STORAGE CO., 704-12 Clinton Ave. So.**Storage  
Shipping  
of  
Household  
Goods  
  
Lowest  
Insurance  
Rates  
  
Private  
Siding

## SCHENECTADY, N. Y.

**Schenectady Storage and Trucking**  
**McCormack Highway Transportation**  
Offices: 160 Erie Blvd.General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

## SYRACUSE, N. Y.

Fireproof Throughout

**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care

MOVING — STORAGE — PACKING — SHIPPING

Mdse. Storage

Private Siding

Pool Cars Handled

## SYRACUSE, N. Y.

Central  
Modern  
Fireproof  
Sprinklered

**You Cannot Efficiently Serve Syracuse from  
Another Point**

No distribution service originating outside of Syracuse can adequately serve that market. It is too large, too rich and too exacting. Make our warehouse your branch. Your increased sales will prove your wisdom. Central location. Modern fireproof building. Railroad siding. Direct connection N. Y. State Barge Canal. Store door delivery to all Central New York points.

Member:

American Warehousemen's Assn.    American Chain of Warehouses  
National Furniture Warehousemen's Assn.    Allied Van Lines, Inc.

GREAT NORTHERN  
WAREHOUSES, Inc.

348-360 W. FAYETTE ST. SYRACUSE, N. Y.



SYRACUSE, N. Y.

Distribution **KING** Storage

Since 1897



In the heart of Syracuse and New York State  
**PRIVATE SIDINGS—SPRINKLERED**

Special department for the distribution of catalogues, periodicals and pooled merchandise cars. Store door delivery, collections, motor freight lines.

Warehouse service backed by 30 years' experience.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Modern moving equipment. Careful attention to collections. Satisfaction to yourself and customer guaranteed. For safety we ship Furniture in the King Shipping Case

**KING STORAGE WAREHOUSE, Inc.**

358-76 W. Water St.

**MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association  
Agent: Allied Van Lines, Inc.

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**  
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WATERTOWN, N. Y.

**Marcy-Buck & Winslow, Inc.**

General Storage, Trucking and Transfer

Fireproof Warehouse 25,000 Sq. Feet

Non-fireproof Warehouse 30,000 Sq. Feet

Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—O. N. Y. W. O.

WEST NEW BRIGHTON,  
STATEN ISLAND } N. Y.

**MOVING AND  
STORAGE**

**WILLIAM A. MORRIS, Inc.**

**NO** load too small  
job too large  
distance too far

88 Barker Street, West New Brighton, N. Y.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

Also serving

Tarrytown  
Scarsdale  
Hartsdale  
Mamaroneck  
Port Chester  
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped  
Storage Warehouses in Westchester.

Household Goods Exclusively

Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A.

TARRYTOWN, N. Y.

**WASHINGTON STORAGE  
AND WAREHOUSE**

Offices: 17 N. Washington St.

Household Goods Storage, Packing, Shipping, Pool Car Distribution.  
Personally supervised service.

TROY, N. Y.

Wm. H. Lanigan, Prop.

**William Lee & Co.**

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping

Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

**BROAD STREET WAREHOUSE  
CORPORATION**

Broad & Mohawk Sts., Utica, N. Y.

**MODERN STORAGE WAREHOUSE**

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

STORAGE DISTRIBUTION  
PACKING FORWARDING

Of Merchandise, Automobiles, Household Goods

"IN THE HEART OF NEW YORK STATE"

WHITE PLAINS, N. Y.



**J. H. EVANS & SONS, Inc.**

45 Hamilton Ave.

**MOVING — STORAGE**

Packing — Crating — Shipping

Serving Entire County

Agent U. V. S.

YONKERS, N. Y.

Distribution That Satisfies

**Feuer Storage Warehouse**

Yonkers largest fireproof warehouse

Furniture and Merchandise Storage

Serving—Ardsey, Bronxville, Crestwood, Dobbs

Ferry, Elmsford, Hastings, Ossining, Riverdale,

Tarrytown, Tuckahoe, Yonkers



YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

The Men Who Distribute

**Montgomery Ward Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BURLINGTON, N. C.

**Barnwell Warehouse & Brokerage Co.**

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina.  
Distributing trucks going to practically all points in the State daily.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

**STANDARD BONDED WAREHOUSE COMPANY**

1211 McCall Street

MERCHANDISE STORAGE AND DISTRIBUTION

PRIVATE SIDING

MOTOR SERVICE

INSURANCE RATE 13½c.

Member A. W. A.

## CHARLOTTE, N. C.

**MERCHANDISE  
STORAGE**

Pool Car Distributors  
Private Sidings

**UNION STORAGE & WAREHOUSE CO., INC.**

(BONDED)

1000-1008 West Morehead St.  
Private Branch Exchange

20 Private Offices  
Insurance Rate 25c

## GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**  
Greensboro, North Carolina

Storage of Merchandise and Household Goods.  
Forwarding Merchandise. Private Railroad Sidings.  
Sprinkler System. Low Insurance Rate.  
Pool Cars Handled Quickly.  
MEMBERS: A. W. A., N. F. W. A.

## GASTONIA, N. C.

**Adams Transfer and  
Storage Co.**

(Successors to Huffstiller Transfer Co., Inc.)

Merchandise warehouse, Pool car distribution. Private  
siding on Southern Railroad.

431 W. Airline St.

Gastonia, N. C.

## RALEIGH, N. C.

**Raleigh**

One of the South's Most Important Distribution Points

Efficiently Served by

**Carolina Storage & Distributing Co.**

Modern Warehouse, Conveniently Located, Complete Mer-  
chandise Storage and Distribution Service, Motor Service.

## WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION

MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

## WINSTON-SALEM, N. C.

Established 1915

**Lentz Transfer & Storage Company**

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30%, cents.—  
General Merchandise Storage and Distribution—Household Goods Storage  
—Packing—Shipping Direct R.R. Siding, Pool Car Distribution—Local  
and Long Distance Moving.

Member of N. F. W. A.



## FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**

General Storage—Cold Storage

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two  
sprinkler equipped and two fireproof construction. Low insurance  
rates. Common storage, cold storage and household goods. Ship in  
our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—Minn. WA—NFWA.

## GRAND FORKS, N. D.

Attention—Traffic Manager!

The recent decision of the I. C. C. in Class Rate Case docket 17000-2  
has made it advantageous for you to carry spot stocks and distribute  
your pool cars at Grand Forks for Northern North Dakota and North-  
western Minnesota. Let us check the rate for you on any commodity.

**KEDNEY WAREHOUSE COMPANY, INC.**

A. W. A.

N. F. W. A.

MINN. W. A.

D. M. C. A.

## AKRON, OHIO

L. J. DANIELS, Vice-Pres. &amp; Gen. Mgr.

**City View Storage Co.**

70 CHERRY ST.

100,000 square feet of fireproof construction devoted to  
household and merchandise storage. Also fire-  
proof constructed individual rooms. Low insurance  
rate.



LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.

Private Siding B. &amp; O. R.R.

Free Switching all Roads

Member Ohio Warehousemen's Assn.

AKRON, OHIO

## COTTER WAREHOUSES

INCORPORATED

235 E. Mill Street

Concrete, fireproof building. Storage for household goods and merchandise. Local and long distance moving.

AKRON, OHIO

## The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

CINCINNATI, OHIO

### CINCINNATI TERMINAL WAREHOUSE, INC.

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio  
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

CINCINNATI, OHIO

# STORAGE

## Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.

### Low Insurance Rate

Railway siding.  
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH

### The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage  
Penn. R.R. Siding

Pool Cars  
Inter-City Truck Depot



The Men Who Distribute

## Golden State Milk Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CINCINNATI, OHIO

### The Fred Pagels Storage Co.

937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

CINCINNATI, OHIO

Anthony D. Bullock—Managing Director

### THE SECURITY STORAGE CO.

706 OAK STREET

Packing—Shipping—Storage

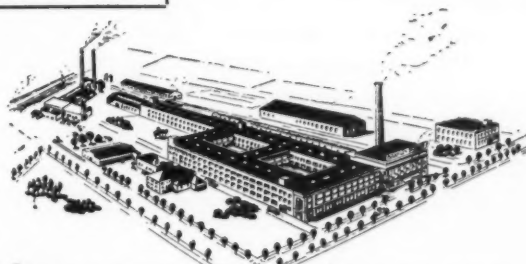
Fireproof Warehouse, Private Siding  
Consign all Shipments to Avondale Station

H.H.G. Pool Cars Solicited

Member N. F. W. A.—O. W. A.—O. A. C. H.



CLEVELAND, OHIO



## BRAMLEY STORAGE CO.

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System  
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO



### THE DISTRIBUTION TERMINAL & COLD STORAGE CO., CLEVELAND, OHIO

Central Viaduct and West 14th St.

Local, regional and storage-in-transit  
service, offering every facility known  
to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

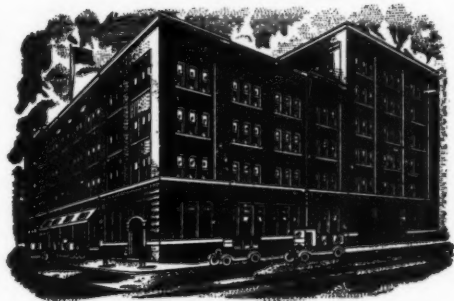




COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

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THE NEILSTON WAREHOUSE CO.

COLUMBUS, OHIO



**SWORMSTEDT**

STORAGE & VAN CO.

Household Goods and Merchandise

**WAREHOUSES**

YOUR INTERESTS SCRUPULOUSLY PROTECTED  
1340 N. HIGH ST. 402 MT. VERNON AVE.

DAYTON, OHIO

**THE GEM CITY** Brokerage  
and Warehouse CO.

818 and 820 East Monument Ave.

Manufacturers' Distributors and Brokers of food products, storage,  
pool car distributors, store door delivery, private siding, Big 4  
R.R. free switching from all lines.

DAYTON, OHIO

Established 1864

**Larkin Transfer & Storage Co.**

521-23 East First St.

MERCHANDISE STORAGE AND DISTRIBUTION  
MOTOR TRUCK SERVICE

Private Siding Big Four R. R. Free Switching All Roads

Member Ohio Warehousemen's Ass'n.

DAYTON, OHIO

**THOS. F. LARKIN**  
**WAREHOUSE & CARTAGE COMPANY**

925 East First Street

Whee. (MDSE) Steel; private siding on Erie R.R. Free switching  
from all other lines. Dist. Mdse. Pool Cars. City delivery of  
Mdse. Motor truck service.

LAKEWOOD, OHIO

"Across the Hall—Across the Continent"

Consign Cleveland—Lakewood Shipments to

**Lakewood Storage, Inc.**

14401 Detroit Avenue Lakewood-Cleveland, Ohio  
Only Warehouse in Lakewood

MARION, OHIO

**MERCHANTS TRANSFER COMPANY**

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of  
Merchandise. Motor Vans for Local and Long Distance Moving.  
Storage for Household Goods and Machinery. Packing and Shipping.  
Private Siding New York Central Lines.

MEMBER N. F. W. A.

MIDDLETOWN, OHIO

**THE JACKSON SONS CO., INC.**  
*Long Distant Movers and Contract Haulers*

REGULAR SERVICE TO

Chicago, Ill., via Ft. Wayne, Ind.  
Pittsburgh, Pa., via Zanesville, O.

Main Office: N. Sutphin and Fleming Rd.  
Middletown, Ohio

SPRINGFIELD, OHIO

Springfield, Ohio Shipments!

Bill Through

**WAGNER**

WAREHOUSE CORPORATION

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facil-  
ities for Pool Car Shipments.  
Light and Heavy Motor Truck Service for City and Inter-City Trans-  
portation.

A warehouse service that embodies every modern facility for the  
storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus  
Daily Freight Service at Freight Rates

Member of A. W. A.

STUEBENVILLE, OHIO



Z. L. TRAVIS, Pres. and Gen. Mgr.

**Z. L. Travis Co.**

311 North 6th St.

Modern Fireproof Ware-  
house—29,000 Sq. Feet  
Reinforced Concrete

Household Goods Packed,  
Shipped and Stored

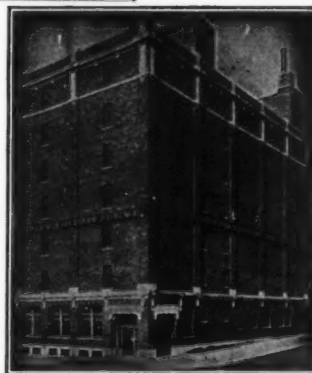
Distribute Household  
Goods and Merchand-  
ise, Pool Cars, Long  
Distance Moving.

Consign C. L. Ship-  
ments P. C. C. &  
St. L.

Members:  
N. F. W. A.—O. W. A.



TOLEDO, OHIO



W. J. Thompson,  
Mgr. & Oper. Exec.

**The General**  
**Fireproof**  
**Storage Co.**

651-655 State St.

Storage  
Packing  
Shipping



Household Goods  
Exclusively

Member National Furniture  
Whsemen's Assn., Ohio Fur-  
niture Whsemen's Assn.

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

**The H. C. Lee & Sons Co.**

TOLEDO'S LEADING MOVERS  
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

**Toledo's and Northwestern Ohio's  
Largest Up-to-Date Warehouse**

EVERY MODERN  
GENERAL MERCHANDISE AND  
COLD STORAGE FACILITY

Great Lakes Terminal Warehouse Co.  
of Toledo  
355 Morris Street

Private Sidings N. Y. C. and B. & O. R.R.

## TOLEDO, OHIO

**MERCHANTS & MANUFACTURERS WAREHOUSE CO.**

23 South Ontario Street  
Modern Fireproof Building  
Low Insurance Rate  
Most Centrally Located  
Pool Car Distribution  
Nickel Plate Delivery

## TOLEDO, OHIO

Let "RATHBUN" Do It  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.  
Equipment Up to 20 Tons Capacity  
Storage of Household Goods, Pianos and Merchandise  
Members Nat'l F. W. Assn.

## TOLEDO, OHIO

**The Toledo Merchants Delivery Co.**

500-502 Broadway  
General Merchandise and Household Goods Storage—Pool Car  
Distribution—City Delivery Service—Crating—Packing—Moving  
Member: N.F.W.A.—O.A.C.H.—O.W.A.—T.W.T.A.

## TOLEDO, OHIO

**TOLEDO TERMINAL WAREHOUSE, INC.**  
128-133 Vance St.

Merchandise Storage and Distribution  
Excellent Service  
Member A. W. A.

## TROY, OHIO

"21 YEARS OF SERVICE IN DISTRIBUTION"

**CITY TRANSFER & STORAGE CO.**

Two Private Sidings—Big Four and B. & O. R.R.  
Our Own Fleet of Motor Trucks for Local and  
Intercity Deliveries

## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**

EST. 1887  
CRATING—PACKING—MOVING  
**STORAGE**  
YOUNGSTOWN, OHIO

## OKLAHOMA CITY, OKLA.

Member A. W. A.

**Commercial Warehouse Co.**

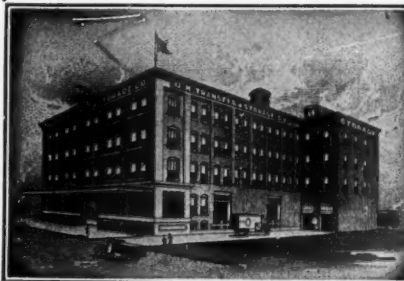
Exclusive Merchandise Storage  
Pool Car Distributors  
Free Switching  
16c. Insurance

## OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution



MOTOR  
TRUCKS  
& TEAMING

HOUSEHOLD  
GOODS

MERCHANDISE

MEMBERS  
NFWA, AWA,  
Am. Chain Dist.  
Service, Inc.

## OKLAHOMA CITY, OKLA.



## OKLAHOMA CITY, OKLA.

**ROCK ISLAND TRANSFER &  
STORAGE CO.**

510-512 E. Grand Avenue  
Storage and distribution of general merchandise. Motor  
trucks for local and long distance work. Members  
National Furniture Warehousemen's Association.

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

Hauling, Storing and Shipping  
Distribution Service

West Third between Frisco and Okmulgee Northern R.R.

## TULSA, OKLA.

**Federal Storage Company**

GENERAL WAREHOUSING & DISTRIBUTION  
CLOSE TO RETAIL DISTRICT  
LOW INSURANCE SPRINKLER SYSTEM  
MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

The Men Who Distribute

**"Dasco" Steel Cutlery and  
Tools**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



**TULSA, OKLA.**

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association

**TULSA, OKLA.**



**Fire Proof Warehouse**  
Merchandise and Household Goods Storage  
Oklahoma's Leading Warehouse

**Tulsa Terminal Storage & Transfer Co.**  
8 N. Cheyenne Tulsa, Okla.  
Members A.W.A., N.E.W.A., A.C.W.

**WOODWARD, OKLA.**

**Shugart Transfer and Storage**  
MOVING, PACKING, SHIPPING

Receivers and Distributors of Freight in Car Lots

Private car siding, 2 Warehouses, for General Merchandise and Household Goods. Bonded and Insured Truck Service.  
1002 Ninth St. Woodward, Okla.

**KLAMATH FALLS, ORE.**

**KLAMATH WAREHOUSE**

444 SPRING STREET

Operated by

**KLAMATH FALLS TRANSFER & STORAGE CO.**

A new clean storage warehouse on trackage for all classes of storage.

Distribution and trucking business in connection.

Member of Oregon State Warehousemen's Association  
Member of Ore. S. W. A. and A. W. A.

**KLAMATH FALLS, ORE.**

State No. 187

Licensed

Bonded 1918

Frost and Fireproof

**PEOPLES WAREHOUSE**

"If Storable, We Store It"

Complete Distribution

MOTOR FREIGHT TERMINAL—S. P. TRACKAGE

Reference: Any Bank in Klamath Falls

**PORTLAND, ORE.**

W. H. McMurry, Oper. Exec.

**Colonial Warehouse and Transfer Co.**

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act.

Merchandise, Storage and Distribution.

Private Siding. Free Switching. Sprinklered.

450 GLISAN STREET

**PORTLAND, ORE.**

**HOLMAN TRANSFER CO.**

480 HOYT STREET

**General Merchandise Storage and Distribution**

Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION  
A SPECIALTY**

Member A. W. A.—Amer. Chals

Established 1864

**PORTLAND, ORE.**

J. H. Cummings, Pres.

**MERCHANDISE**

**STORAGE & WAREHOUSING**

**Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by  
all railroads

175 15th St., North

PORTLAND, OREGON

**PORTLAND, ORE.**

**OREGON TRANSFER COMPANY**

Established in 1848

474 Glisan Street

Portland, Oregon

**U. S. BONDED AND PUBLIC WAREHOUSES**

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped.

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

**PORTLAND, ORE.**

**DISTRIBUTION  
A SPECIALTY**

Low Rates Prompt Service  
Commercial Accounts Only

Let us be Your Pacific Coast Agents  
Complete Warehouse and Drayage Facilities—32 Motor Trucks  
Just consign Your LCL or Carload Shipments

TO

**RAPID TRANSFER & STORAGE CO., INC.**

200-208 OAK ST.

PORTLAND, OREGON

and we will do the rest.

**PORTLAND, ORE.**

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fw'd'g Co.

**The Men Who Distribute  
Simmons Medicines**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## BETHLEHEM, PA.

Send Shipments for  
ALLENTOWN, BETHLEHEM and EASTON, PA., to  
**F. G. Lazarus—20th Century Storage**  
Household Goods Packed, Stored and Shipped  
General Merchandise Distribution  
Pool Car Shipments  
Direct R. R. Siding: Lehigh Valley  
Members Penn. F. W. A.

## BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



**LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.

Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

## HARRISBURG, PA.

## Pool Cars

Efficiently  
Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's Association, Penna. Furniture Warehousemen's Association

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members American Chain of Warehouses

## CHESTER, PA.

SINCE 1874



**Headley's**  
**Express & Storage Co., Inc.**  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

## HAZLETON, PA.

CHRIST N. KARN, Prop.

**KARN'S AUTO TRANSFER**

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping  
Merchandise Storage and Distribution  
Pool Cars Distributed. Local and Long Distance Hauling  
Affiliated with the United Van Service  
Members of N. F. W. A.



## DONORA, PA.

**AL ZEFFIRO**  
**TRANSFER & STORAGE**

Gen. Offices: 8th St. and Meldon Ave.

Household Goods Storage, Packing, Shipping, General Merchandise  
Storage and Distribution.  
Specialists in Pool Car Distribution and Long Distance Hauling

## JOHNSTOWN, PA.

**Johnstown Terminal Storage Co.**

General Merchandise Storage and Distribution

Complete Warehouse Service in the Largest Warehouse in Central and Western Pennsylvania

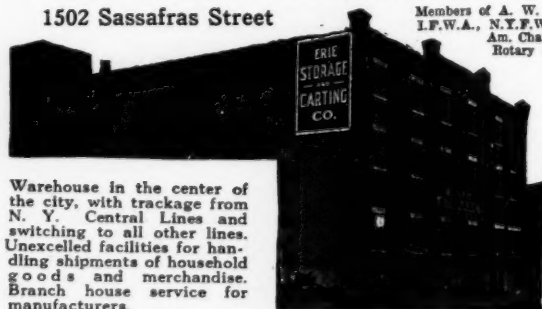
Direct R.R. Siding, Penn. R.R. Low Insurance Rate. Pool Cars Distributed.

## ERIE, PA.

**ERIE**  
**STORAGE & CARTING CO.**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

## JOHNSTOWN, PA.

**I. D. REPLOGLE STORAGE CO.**

438 HORNER ST.

Household Goods Storage, Packing, Shipping

General Merchandise Storage

Pool Car Distribution

Private Siding. Specialty B. & O. Delivery



## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution

Local and Long Distance Moving

Railroad Sidings

Members P.F.W.A. P.S.W.A.

## HARRISBURG, PA.

"Transportation Specialists"

**CENTRAL STORAGE & TRANSFER CO.**  
11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.

Hauling of all kinds.

Household Goods and General Merchandise.

Daily truck connections to points within 100 mile radius.

Largest trucking concern in Central Pennsylvania.

LANCASTER, PA.

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

NEW CASTLE, PA.

**Keystone-Lawrence Transfer & Storage Co.**

Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.

Members N. F. W. A.

Members Penna. Whse. Assoc.

OIL CITY, PA.

**CARNAHAN**

**Transfer and Storage**

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

**ATLAS**

**STORAGE WAREHOUSE COMPANY**

FIREPROOF DEPOSITORIES

4015 Walnut St.

3939 Germantown Ave.

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

PHILADELPHIA, PA.

Est. over 40 years.

**FENTON STORAGE CO.**

**Absolutely Fireproof**

46th and Girard Ave.

Cable Address "Fence"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.



**FIDELITY—20th CENTURY  
STORAGE WAREHOUSES**

GENERAL OFFICES—1811 MARKET ST.

H. NORRIS HARRISON, Pres.

F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

Bus type vans for speedy delivery any-  
where. We distribute pool cars of house-  
hold goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T.,  
P. F. W. A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

at Philadelphia

**MODERN  
WAREHOUSES**  
strategically located

in the various distributing centers throughout the city, provide 2,100,000 square feet of excellent storage space. Steel and concrete construction with complete sprinkler equipment enables patrons to enjoy the lowest possible insurance rates. We are especially equipped to handle economically; small shipments. The Pennsylvania Railroad makes and/or accepts delivery of L.C.L. shipments at River Front, Webb, Federal, Shackamaxon and West Philadelphia Stores. This eliminates drayage expense. As the foremost operators of public warehouses in Philadelphia we are equipped to furnish every kind of service incident to the handling of package freight. Write for booklet.



**MERCHANTS'  
WAREHOUSE CO.**

HARVEY C. MILLER, Pres.—GEO. M. RICHARDSON, Gen'l Mgr.—Treas.

GENERAL OFFICES

**10 CHESTNUT STREET  
PHILADELPHIA, PA.**



## PHILADELPHIA, PA.

13 Warehouses

68 Acres of Floor Space

Trackage Facilities for 143 Cars.

Reading R. R.

Sea and Rail

Penn. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

**FACILITIES**—Direct track connection with Penn R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

## TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

100 Broad St., NEW YORK CITY  
Bowling Green 9-0986

445 W. WABE ST., CHICAGO  
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3481

An Association of Good Warehouses Located at Strategic Distribution Centers

## PHILADELPHIA, PA.

### MILLER NORTH BROAD STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A.

## PITTSBURGH, PA.

Established 1904

### HARRISON-SHIELDS CO.

General Offices: 1607 CENTRE AVE.

MERCHANDISE WAREHOUSING  
AND DISTRIBUTION

Our Own Fleet of Motor Trucks for City and Suburban Deliveries  
Negotiable Warehouse Receipts Issued  
Reasonable Rates  
Stocks Carried, Records and Reports made to Out of Town Concerns

POOL CAR DISTRIBUTORS

Our Facilities for Receiving and Distributing Freight are unsurpassed

Freight Office and Shipment Warehouse

Central Warehouse—Pittsburgh and Lake Erie R. R. Co.  
Smithfield and Carson St.

## PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

## PITTSBURGH, PA.

### 1,750,000 Cubic Feet of Storage Space

in three large, modern warehouses two of which are FIRE-PROOF. Unusually complete facilities. Lowest insurance rates.

16 floors, 50' x 150' each, of dry, sanitary, fireproof compartments for household goods.

7 story slow combustion building with Pennsylvania R. R. siding for merchandise.

Large fleet of Local and Long Distance Vans. Expert packers and handlers. Let us serve you!

### HAUGH AND KEENAN STORAGE AND TRANSFER CO.

Offices and Warehouses

Centre and Euclid Aves., Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

The Men Who Distribute

### Fellowes Hypophosphites

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses  
Sprinkler Protected

Distributors  
Penna. R. R. Siding

**Kirby Transfer & Storage Co.**  
2538 Smallman St. Pittsburgh, Pa.

PITTSBURGH, PA.

David V. and Edward A. Murdoch



**MURDOCH**  
STORAGE & TRANSFER COMPANY  
General Office and Warehouses  
546 Neville Street, Pittsburgh, Pa.  
Branch Warehouse, Wilkensburg, Pa.

PITTSBURGH, PA.

JAMES SIMPSON, Manager

**Orr Transfer & Distributing Co.**

We specialize on pool car shipments.  
Consign cars in our care for  
Prompt—Efficient Service

Office: 851 Beech Ave. N. S., Pittsburgh, Pa.

PITTSBURGH, PA.

**Weber Express and Storage Company**



INC.  
HOUSEHOLD GOODS, STORAGE,  
PACKING, SHIPPING  
Pioneers of Long Distance Moving  
4616-18-20 Henry Street  
Insurance Provided

READING, PA.

**COLUMBIAN WAREHOUSE COMPANY**

Offices, 5th and Laurel  
Merchandise and Household Goods Storage  
and Distribution  
Sprinklered—lowest insurance rate in city.  
Penna. R.R. Siding. Pool Car Distribution.

READING, PA.

**READING COLD STORAGE & ICE CO.**

Elm and Reed Sts., Reading, Pa.  
Harry C. Reber, Pres. & Mgr.  
Merchandise Storage, Cold Storage,  
Manufacturer's Distributors, Carload Distributors,  
Railroad Siding  
Distribution Center for:  
Lebanon, Harrisburg, Pottsville, Pottstown, Allentown, Coatesville,  
Etc. Member PSWA and AWA.

The Men Who Distribute

**Bon Ami**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

**DISTRIBUTION AND WAREHOUSING**  
forms definite contact between warehouses  
and shippers who need warehouse service.  
Please mention "D. & W." in your correspondence.

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Offices, 247 Franklin Ave.

Warehouse and Distribution Specialists

General Merchandise and Household Goods Storage. Regular daily  
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HOUSEHOLD STORAGE POOL CARS  
MERCHANDISE STORAGE PACKING  
LOCAL AND LONG DISTANCE MOVING  
PRIVATE SIDING, D. L. & W. R. R.

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Merchandise Household Goods

Complete Storage and Distribution Service  
Storage in Transit

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31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED  
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Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

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**CADY MOVING & STORAGE CO.**

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Storage, Moving, Shipping  
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**JONES**  
**WAREHOUSES, INC.**

Fireproof Storage  
Experts in Handling Household Goods  
Office, 59 Central St., Providence, R. I.  
Storage, Packing, Moving, Shipping

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**'Chiclets' Gum**

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## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**  
Storage Cotton and General Merchandise. Pool Car  
Distribution. Lowest Insurance.  
Trackage facilities 50 cars. Dockage facilities on  
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Shipping directions South Providence, R. I.

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Regular dependable daily store door delivery service between Charle-  
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Badham	Eutawville	Ridgeville
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We specialize in car load distribution.  
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Merchandise Storage and  
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Modern Concrete Warehouse, 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

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Established 1917

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Moving, Hauling, Storage, Warehouse Distribution, Pool Cars handled  
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Merchandise and Household Goods  
Trackage C. M. St. P. & P. Ry.



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FOR YOUR  
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IN SIOUX FALLS



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Modern Concrete Warehouse, 88,000 Square Feet. Private Tracks  
Connecting with All Railroads.

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135,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
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Pool Cars distributed. made.

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Fireproof Warehouse. Low Insurance.

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STORAGE WAREHOUSES

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671 to 679 South Main St., on Illinois Central Railroad  
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CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
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No Charge for Switching To All Railroads on Car  
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Merchandise Storage and Pool Car Distribution  
"SERVICE"



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Storage and Transfer—All Kinds

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**CHADWELL**  
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MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Fire Proof Warehouse Space—Centrally Located

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Over 100,000 Sq. Ft. on Tennessee Central Railway Tracks.  
Equipped with Automatic Sprinkler.  
Lowest Insurance Rate on General Storage in Nashville.  
Free Switching.  
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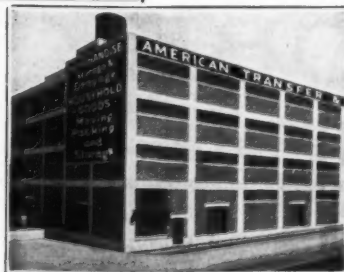
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Members, A. W. A.—N. F. W. A.—Texas W. & T. A.



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REFERENCE: ANY DALLAS BANK



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WAREHOUSE.  
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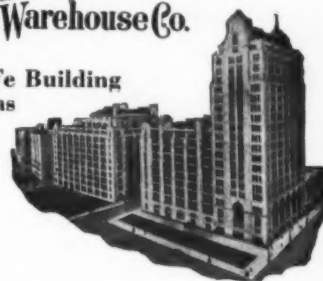
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Modern Fireproof  
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"Courtesy With Unexcelled Service"



Complete Warehousing

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For Fireproof Storage and  
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Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
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Household Goods Stored, Moved,  
Packed and Shipped.  
DALLAS—The Logical Distribution  
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Our hobby is the crating, packing, shipping and storing of  
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With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



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Fort Worth

Associated with Distribution Service, Inc.



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Incorporated

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*Private Siding—Free Switching*



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Pool Car Distribution

Storage—Cartage—Specialist

*16 years of satisfactory service*

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Fastest growing warehouse in Texas (There is a reason). General storage of merchandise and household goods. Pool car distribution and long distance moving. 300 miles daily motor freight service. Branch warehouses — Dallas, Dublin, Brownwood, Coleman and San Angelo.

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Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.

Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.

*Service Covers the Lower Rio Grande Valley*

Who ran for President against Roosevelt? Have you forgotten that name? Then, perhaps, you remember who was Wilson's opponent in 1912? Ah! The public forgets trade names even more easily.

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Fireproof Storage—Sprinklered Warehouses  
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SERVICE EXTENDED TO EVERY BRANCH OF THE INDUSTRY

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CRATING

PACKING

SHIPPING

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Complete Storage and Distribution Service

*50 years of satisfactory service*

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STORAGE AND DRAYAGE

*Dependable Service Since 1913*

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FIREPROOF  
**STORAGE**

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General Warehousing and Distribution

CAPACITY 1,250,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all  
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**SAN ANTONIO, TEXAS**

**SOUTHERN TRANSFER CO.**

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Lowest insurance rate in San Antonio  
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Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

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(Reinforced concrete)

Motor Freight Service to All Territory  
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Both Cold and Dry Storage  
A Modern Commercial Warehouse  
Bonded Service

**SALT LAKE CITY, UTAH**

**Central Warehouse**

Fireproof Sprinklered

Insurance rate 18c

Merchandise Storage

Pool Car Distribution

Office Facilities

Negotiable Warehouse Receipts Issued

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**Oakley Chemicals**

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and consult the Shippers' Index

The Men Who Distribute

**Mentholatum**

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and consult the Shippers' Index

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reenforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

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Represented by

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An Association of Good Warehouses  
Located at Strategic Distribution Centers

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"THIS IS THE PLACE"

**SECURITY STORAGE  
& COMMISSION CO.**

We have good facilities for manufacturers or agents, to warehouse and distribute; also office space. SPRINKLERED BUILDINGS. Separate units for storing different classes of goods. Private trackage connecting with all railroads. Our experience has been more than 20 years receiving and forwarding many kinds of articles. SATISFACTORY SERVICE AND CORRECT CHARGES ARE WATCH-WORDS WITH US.

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**J. M. HOTCHKISS**

Railroad siding—Motor trucks—Pool car service

**Merchandise Storage and Distribution**

Branch warehouse service combined with complete truck delivery service in Vermont and Northern New York at reasonable rates.

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MERCHANDISE AUTOMOBILES HOUSEHOLD GOODS

**THE BELL STORAGE COMPANY, INC.**  
NORFOLK, VIRGINIA

TWO MODERN SPRINKLER EQUIPPED WAREHOUSES ON RAIL SIDINGS TOTALING 60,000 SQUARE FEET.

Motor Van Service. Low Insurance. Pool Cars Distributed  
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION

**RICHMOND, VA.**

Established 1911

**J. A. FISHER'S**

**TRANSFER AND STORAGE CO.**  
Offices 9 North 22nd St.

Household Goods, Storage, Packing, Shipping, Merchandise Storage and Distribution.

Pool Cars Distributed. Large Motor Truck Fleet  
Agents, Aero Mayflower Transit Company

The Men Who Distribute

**Shredded Wheat**

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..... in RICHMOND, VA.

The Brooks Transfer & Storage Company has recently completed one of the most modern Fireproof Storage Warehouses in the South. This company now offers—

## NEW FIREPROOF STORAGE WAREHOUSE

36,000 Square Feet Floor Space—Automatic Sprinkler System—  
Lowest Insurance Rates in Richmond—Careful Attention To  
Storage—Packing and Shipping of Household Goods—Pool  
Car Distribution—30 Years of Uninterrupted and Expert Service  
—Motor Van Service To All States East Mississippi River.



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OPERATING THE LARGEST FLEET OF VANS IN THE SOUTH

## BROOKS TRANSFER & STORAGE CO., Inc.

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**STORAGE—LONG DISTANCE HAULING—PACKING—SHIPPING**

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#### PITZER TRANSFER CORPORATION

Merchandise and Household Goods Storage  
POOL CAR DISTRIBUTION—RAILROAD SIDING—FREE  
SWITCHING—MOTOR TRUCKS AND TEAMS  
Member, American Warehousemen's Association,  
National Furniture Warehousemen's Association  
600 Second St., S. W. Roanoke, Virginia

### ROANOKE, VA.

#### ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars



Automatic Sprinkler

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

For City of Washington, D. C.  
refer to  
**DISTRICT of COLUMBIA**

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**CRONE  
STORAGE  
COMPANY, INC.**

Storage, Moving  
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Seattle, U. S. A.

Also Vancouver, B. C.

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STORAGE AND DISTRIBUTING  
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Fireproof Warehouses 220,000 Square Feet  
INSURANCE .13 Cents per \$100.00

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GENERAL STORAGE AND DISTRIBUTING SERVICE  
OPERATING 65 AUTOS  
Since 1889

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**LET LYON GUARD YOUR GOODS**



**Northwest  
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Seattle—Tacoma—Portland  
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Merchandise Storage, Pool Car Distribution, Capacity 112,000 sq. ft.,  
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**J. R. GOODFELLOW, Pres. and Gen'l Manager**  
27 years' warehousing experience in Seattle.

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Free switching service—Low insurance rates  
Associated with leading warehouses through  
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Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

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U. S. Customs Bonded and General Storage  
Distribution a Specialty

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STORAGE — DISTRIBUTION

**EVERY FACILITY  
for Storage and Shipping**

Strategic location, experienced management, rapid handling, and double fire protection that assures a low insurance rate. Office space available in same building. These facilities are yours to command. Let us serve you.



**WINN & RUSSELL, Inc.**

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POOL CARS OF FURNITURE AND MERCHANDISE CONSOLIDATED AND DISTRIBUTED—GENERAL STORAGE  
Private Spur Northern Pacific Railroad

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The Logical Distributing Center for the INLAND EMPIRE

MERCHANDISE AND HOUSEHOLD GOODS

Pool Car Distribution—Two Warehouses, Both on Private Railroad Siding—Free Switching All Roads  
Entering Spokane—Low Insurance Rate



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Merchandise Department  
Largest Spot-Stocks in the  
"Inland Empire."  
(67,000 sq. ft.)

Household Goods Dept.  
Assembling and distribution of  
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Agents for JUDSON.

HUNTINGTON, W. VA.

**Service—Satisfaction—Sincerity**

Basis on which your business will be handled by us—  
Storage—Distribution—Motor Truck Service.  
Sprinklered Warehouse—Low Insurance  
Private Siding—No Switching Charges  
Every convenience for your convenience—see it.  
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1100 to 1120 Second Avenue

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Member N.F.W.A. and A.W.A.

**EAU CLAIRE WAREHOUSE CO.**

MERCHANDISE AND HOUSEHOLD GOODS

MOTOR FREIGHT TERMINAL

POOL CAR DISTRIBUTION

Private R. R. Siding

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**The Gateway City Transfer & Storage Co.**  
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The logical distribution center for Western Wisconsin,  
Eastern Minnesota, and Northeastern Iowa.

Trackage warehouse for merchandise and Free switching service.  
We specialize in pool car distribution.

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**La Crosse Terminal Warehouse Co.**  
GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents,  
brokers, and general merchandise houses.

Free switching service  
Large fleet of Vans and Delivery Trucks

We give prompt service

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**The Union Transfer & Storage Co.**

State Bonded Warehouse on Private Switch.  
Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road, Free Switching All Roads  
Established 1895—Member N. F. W. A.

**From MILWAUKEE, WIS.**



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TO  
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MIDWEST  
MARKETS

STORAGE  
DISTRIBUTION  
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REPRESENTED BY  
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126 WEST 10th STREET, NEW YORK CITY  
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Merchandise Storage  
Distribution  
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Storage in Transit  
Branch House Service  
Space Leases



## CARLSON STORAGE CO. FIREPROOF WAREHOUSE

Facilities that assure prompt, dependable, and efficient service.  
Most centrally located modern warehouse in Milwaukee.  
COR. WEST PIERCE AND SOUTH SIXTEENTH STS.

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Offices

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FIREPROOF WAREHOUSES  
For the storage of household effects.  
LOWEST INSURANCE RATES  
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ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
18 Warehouses—50 Car Side Track—850 Foot Dock  
**DEPENDABLE—EXPERT—QUICK SERVICE**

We Specialize in  
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"BRANCH HOUSE SERVICE"  
"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
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We Own and Operate Large Delivery Equipment.  
"U. S. Government Bonded Warehouse"

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WAREHOUSE SERVICE OF EVERY DESCRIPTION	↓	RAILROAD SIDINGS AND DOCKING FACILITIES
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General Merchandise and Cold Storage Service  
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Private Siding C. M. St. Paul & Pacific Ry.  
and Deep Water Dockage  
Member, Cold Storage Division, A. W. A.

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THE  
**RACINE STORAGE & TRANSFER CO.**

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MOVING—CRATING—PACKING—SHIPPING  
Merchandise Distribution Heavy Hauling

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Long Distance Moving and Storage  
Special Attention Given to Piano Moving  
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